A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 11, 1965

Trade Mission locates potential buyers in Greece

International Trade Winds

HELICOPTERS—The New York-based international marketing organization, Helicopter Sales, Inc., has been appointed export sales agency for Hiller Aircraft Co.'s helicopters in Saudi Arabia, Spain and Cyprus. Hiller, subsidiary of Fairchild Hiller, produces three- and four-place helicopters in worldwide service for military and commercial customers. Helicopter Sales, with five sales and service branches in Europe and South America, represents through its division, Aviation Sales Corp., a number of U.S. manufacturers and acts as consultant to foreign government and commercial organizations.

COMPUTERS—With a new Honeywell computer center now operating in Frankfurt, Germany, and a second just opened in Amsterdam, the Netherlands, Honeywell's electronic data processing (EDP) division is expanding its Continental services. The new centers not only make possible increased customer-support efforts, they also provide equipment and programming demonstrations for prospective customers and serve the training needs of field service, operating and sales personnel.

MINE EQUIPMENT—Long-Airdox Co. of Oak Hill, W. Va., has entered into a 15-year manufacturing and sales agreement with J. H. Vivian & Co., Ltd., of Johannesburg, South Africa. The U.S. firm's complete line of mine equipment will be marketed under the trade name, "Vivian/Long-Airdox," in South Africa, Southwest Africa, Bechuanaland, Swaziland, Basutoland, Zambia and Rhodesia.

SPECTROCHEMICAL INSTRUMENTS—Baird-Atomic, Inc., of Cambridge, Mass., is expanding and consolidating European operations involving sales of nuclear spectrochemical and analytical instrumentation. The 28-year-old company last July assumed full ownership of Baird Atomic (Holland) N.V., after having held a 75% interest since 1960.

JOINT SEALS—Canada's first highway bridge designed to use neoprene joint seals has been completed at the Spadina Avenue interchange on Highway 401 outside of Toronto. E. I. du Pont de Nemours & Co. of Wilmington, Dela., manufactured the neoprene and Acme Highway Supply, Ltd., of Hamilton, Ontario, made the bridge seals.

Business Bulletins

from around the world

AUSTRALIA—Pickands Mather and Co. agrees with Mitsubishi Company of Japan to enter into development program for Tasmanian iron ore deposits at Savage River in north-west of the island state. Program to start immediately and will take about nine months to complete. Estimated cost is approximately $900,000. If project succeeds, mine and concentrating plant would be at Savage River near Waratah in north-east and the pelletising and shipping dock would be built in area of Port of Strahan. Investment under successful program estimated to be in order of $65 million.

FRANCE—A recent measure forbids direct sales of securities outside the stock market between two corporations or between a corporation and an individual. Such sales will be void and sellers will be subject to a fine of twice the value of the securities traded.

ITALY—The Sealol Co. of Providence, R.I., manufacturers of pressure seals, has established a marketing subsidiary, Sealol S.p.A., in Milan, Italy. The new venture was capitalized at $40,000.

The Continental Oil Co. of Houston, Texas, has acquired 14 gasoline stations in the Milan area. The Continental operation in Italy, Continentale Italiana also plans to build a 60,000-barrel-a-day refinery in Milan.

MALAYSIA—Esso Standard Malay Ltd. has announced that it had awarded a contract valued at over $6.67 million, to a British firm for the construction of an ammonia plant at Port Dickson, States of Malaya. The ammonia plant, to be built adjacent to the Esso Port Dickson Refinery, will be a leader in Malaysia's petro chemical development. Construction work is expected to begin shortly.

NETHERLANDS—Borg-Warner International Corp. of Chicago opened first Dutch "Norge Village" in Rotterdam, featuring coin-operated washers, dryers and dry cleaning machines.

PERU—Government decrees suspension of 12 holidays—five national festival days and seven religious holidays. Workers not reporting for work on suspended holidays will not receive wages for those days. According to Minister of Labor, cut in holidays necessary in order to accelerate economic development.

SIERRA LEONE—Government concludes agreement with U.S. firm, Leon Templsman and Son, to set up local, small diamond cutting, polishing factory.

TAIWAN—Railway Administration applies to World Bank for $19 million loan to purchase 55 diesel locomotives, 150 passenger coaches, 1,065 freight cars during next four years.

Taiwan Television Enterprises, Ltd., joint venture of Japanese and Taiwan firms, increases capital from $0.75 million to $1.5 million to finance extension of TV network to central and southern Taiwan by 1965. New shares subscribed to by company's Chinese stockholders, thus cutting Japanese participation in Taiwan's only commercial television enterprise from 40 to 20%.

VENEZUELA—Central Bank preliminary data on 1964 economic expansion show gross domestic product (in real terms) rose approximately 6.7% (4.1% in 1963); industrial production and construction increased 17% and 15%, respectively; iron ore production grew 5.7%, compared with only 1% in 1963, and petroleum production increased 4.4%.

Recent law officially established the metric system of weights and measures, except where express legal requirements or provision of international agreements dictate otherwise. To have legal effect in Venezuela, documents must either embody measurements in metric terms or show equivalents in the latter scale.

As of midnight Jan. 1, Venezuela is on Greenwich Mean Time minus 4 hours. Previously, the country had been on GMT minus 4½ hours.

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the cover

Members of the U.S. Trade and Investment Mission to Greece (Nov. 7-Dec. 5) climbed the Acropolis to get this view of the Athens business district. The Mission also visited Thessaloniki and Patras, turning up an encouraging number of trade and investment opportunities for U.S. business. Mission members carried 348 specific business proposals from U.S. firms, 190 of which drew an interested response from Greek businessmen. In addition, the Mission received 117 business proposals from Greek firms interested in trading or cooperating with U.S. counterparts. The report starts on page 2.

International Commerce

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New odyssey underway

Greeks traveling highroad to economic maturity, aided by EEC affiliation

By JOSEPH A. MACK
Mission Director

Continued economic growth, and the political stability and peace which have characterized Greece during the past decade, should improve prospects for increased trade and investment between the United States and Greece.

MACK

Higher agricultural and industrial output, increased shipping returns from the expansive Greek shipping lines, the fourth largest fleet in the world, larger earnings from tourism and a steady flow of emigrant remittances all contributed to the 6.5% average annual rate of economic growth during the past five years.

There has also been a steady inflow of private capital and a sustained growth in capital imports stimulated by Greece's basic foreign investment Law 2687, as well as Law 4171, which further liberalized entry of foreign capital into the country.

Part of the capital inflow can be attributed to greater investor interest in Greece since the country became an associate member of the European Economic Community in November 1962. Expanded output in chemicals, basic metal industries, metallurgical products, textiles, nonmetallic minerals, rubber, paper and paper products also contributed to the economic growth.

Must reverse trend

Recognizing the need to narrow and eventually reverse the persistent trade deficit (partly covered by invisible earnings), the Government has embarked on a concerted effort to increase agricultural and industrial production both for import substitution and export. The 1964 trade deficit amounted to approximately $568 million.

To increase industrial production, Greece has been seeking, and getting greater participation by American firms in joint venture projects.

Another serious problem confronting the Greek economy is the overproduction in certain agricultural products such as fruits and vegetables, resulting in large volumes going to waste due to lack of processing facilities. This will be discussed in greater detail in another report.

The continuing flow of emigrant remittances has been an important factor in helping to redress Greece's balance of payments, averaging slightly more than $122 million per year over the past three years. Services, including shipping, accounted for a further $220 million per annum in the same period.

Greece has also enjoyed a steady growth in tourism, resulting from new and improved facilities for tourists and improvements in the highway system. The number of tourists entering Greece increased from 375,000 in 1960 to more than 700,000 in 1963, with national income from tourism increasing from $76 million in 1962 to an estimated $95 million in 1964. Mission members found considerable interest in attracting American capital for hotel, motel and recreational site development.

Government and business circles are placing considerable reliance on Greece's Common Market association to promote economic growth in the country. Planned expansion includes a program to improve the handling, storage and transportation of a wide variety of fresh fruits and vegetables, and the establishment of modern food processing plants, including canning, bottling, dehydrating, freezing and packaging facilities to obtain a greater share of the increasing consumer demand in the expanding EEC market.

Greece is also promoting the expansion of industrial facilities to provide a base for American joint ventures producing manufactured goods for export to Common Market countries and the Middle East.

Although lack of raw materials and a marginal domestic market might be considered as deterrents, the favorable investment climate and the inducements offered by the government, the adequacy of trainable labor resources, and lower transportation costs to the Common Market, Eastern Europe and the Middle East provide the basis for profitable joint industrial enterprises.

Although Greece's association with the Common Market may impose additional

the author

Joseph A. Mack, Deputy Director of the Commerce Department's Office of Field Services, has just returned from leading his sixth Trade Mission. His 37 years of service with the Commerce Department include 13 years in the New York Field Office where he counseled hundreds of business firms on export, import and distribution problems and took an active part in meetings of foreign and domestic trade associations.

U.S. machinery on the job in Athens plant examined by Mission members.

MISSION MEMBERS found "expanded output of metallurgical products" in Greece.

competition for American firms, it should also provide additional opportunities as expanded European outlets for Greek products will raise the national income and purchasing power of Greece. Substantial increases have occurred in 50 of the more than 58 kinds of American products imported into Greece since she became an associate member in 1962, including foodstuffs, agricultural machinery, chemical products, plastics, refrigeration, fertilizers and iron & steel. The emphasis on industrial expansion improves prospects for increased imports of capital equipment and raw materials.

Top partner

The United States is Greece's most important trading partner, being the principal outlet for Greek exports and the leading source of Greek imports.

Greek imports from the United States increased from $96.8 million in 1962 to $139.2 million in 1963, and amounted to $67 million during the first six months of 1964. Principal imports were agricultural products, raw materials, fuels, machinery & equipment, and manufactured products including chemicals, tires, scientific instruments, and electrical products.

Exports to the United States jumped from $27.4 million in 1962 to $64.8 in 1963, and $31.6 million in the first six months of 1964. Leading exports are tobacco, olives, olive oil, wines and beverages, furs, ores and metals, and textile products.

Fourth mission

This was the fourth United States Trade Mission to Greece, and Mission members were selected for competence in the fields of investment and licensing, industrial machinery and machine tools, food processing, chemical products, and agricultural machinery and related equipment.

Careful advance planning resulted in a full schedule of meetings and discussions. Consultations with the Embassy staff and top state, prefectural and municipal officials were particularly valuable in providing background on the current problems, prospects and opportunities in U.S.-Greek economic and trade relations.

In addition to open-forum meetings and private consultations in Athens, Thessaloniki and Patras, the Mission visited a number of industrial and food processing plants, and agricultural and animal husbandry areas. Thus the Mission members gained an insight into production methods and were able to assess the opportunities for the use of American machinery, equipment and know-how.

Took 348 proposals

The Mission carried 348 business proposals from American firms, which aroused considerable interest among Greek businessmen. Interviewed Greek businessmen indicated they intended to take action on 190 of the proposals, and a total of 358 specific contacts between Greek and American businessmen were arranged. Items of principal interest were chemicals, electrical machinery and electronic products, construction, mining and drilling machinery and equipment, agricultural machinery and equipment, food processing and packaging machinery, and general machinery and equipment.

In addition to obtaining definite expressions of interest on the business proposals, the Mission developed 76 trade and 43 investment opportunities for submission to U.S. business interests. They covered a wide variety of industrial products, with a sprinkling of consumer items.

Business connections

Business connections with American firms are desired in electrical and non-electrical machinery, chemicals and allied products, food, textiles, metal products, rubber goods and plastics.

Discussions on investments and joint ventures resulted in definite proposals on food products, fabricated metal products, electrical- and non-electrical machinery, hotels, motels and mining projects. Additional information on these trade and investment opportunities will be found in the reports of other Mission members.

Trade opportunities

The Mission members feel that Greece offers American interests an opportunity to expand their trade and to participate in profitable joint venture enterprises. However, they must make a concerted selling effort and review carefully the investment incentives offered. Effective assistance and guidance can be provided by the United States Embassy in Athens and the Consulate General in Thessaloniki for American businessmen visiting Greece, and by calling upon the Department of Commerce and its field offices in the United States.

Market profile—Greece

Government: Constitutional monarchy. Unicameral legislature.

Geography: Area: 51,182 square miles, about size of Alabama. Situated at southern tip of Balkan Peninsula. Mostly mountainous, rather arid. Capital: Athens.

Population: Estimated 8.6 million, end of 1964. Largest city, Athens, 1.8 million (Greater Athens), followed by Thessaloniki, 250,000.

Income: Estimated 1964 per capita national income: $441 (1962 prices). Estimated 1964 gross national product at current market prices: $4.8 billion.

Agriculture: Mainstay of economy and source of income for half the Greek people. Chief products: tobacco, wheat, olives, citrus, cotton.

Industry: Developing. Manufacturing contributes 18% to GNP. Principal industries: mining, power production, construction, textiles, chemicals, oil-refining, food processing.

Transportation: Third largest ocean fleet in world. One domestic airline, which flies internationally. Railway system: 1,700 miles. About 27,000 miles of roads.

Finance: Currency: drachma (30 to $1). Foreign exchange and gold reserves as of August 1964: $268.2 million. Biggest foreign exchange earners: exports, shipping, tourism, emigrant remittances.

Exports: Total, 1963, $290 million; to United States, $54 million (Greek figures). Chief exports: tobacco, foodstuffs and beverages, semimanufactured products, minerals, textiles, leather goods.

Imports: Total, 1963, $804 million; from United States, $84 million (Greek figures). Principal imports: grains, industrial machinery, petroleum products, chemicals, transportation equipment, consumer goods.

Conditions of trade: Generally high tariffs. Few quantitative restrictions. As associate member of EEC, Greece enjoys 70% tariff reduction in effect among Common Market members for industrial products, 55% for liberalized agricultural commodities not under variable levy. Greek tariffs on many imports from EEC have been cut 20%, will be further reduced Nov. 1965.

Diversification drive is keystone in program to modernize Greek agriculture, boost export sales

State agency seeking U.S. company to set up turnkey plants to can, dehydrate and deep-freeze fruits and vegetables

By MARVIN MELTON

Partner, Melton Bros Implement Co., Trumann, Arkansas

U.S. producers of processing equipment and livestock can profit from Greece's efforts to diversify the agricultural sector which constitutes the backbone of the Greek economy. There are also openings for U.S. firms in agricultural joint ventures with Greek partners.

Greece is basically an agricultural country. About 50% of its people derive their income in some way from farms.

Tobacco is and has been its main crop and a surplus of wheat is being produced. However, a real effort is being made to diversify agricultural crops and in recent years, cotton and fresh fruits have risen to prominence.

MELTON

Meat production, especially beef, is far below the consumption requirements of its people and large quantities of frozen meat, as well as other types, are being imported. The Government is now considering means of increasing livestock production.

Although, by and large, the agricultural program of the Government is possible of achievement, the livestock program is considered rather ambitious. Incentives are granted in the form of price guarantees to livestock producers but it is still doubtful that such a program could soon be put in effect due to the lack of facilities such as livestock markets and refrigeration.

The Government hopes, however, that with strong incentives, livestock as well as poultry production will increase. Several meetings have been held, two of which were arranged by the Agricultural Attache at the American Embassy, to review and discuss the feasibility of importing large numbers of feeder calves from the U.S.

The major obstacle is the cost of transportation by air or sea, but there is a possibility that the Government will subsidize the transportation costs. It is reported that the Government would like to increase the cattle population by more than 50,000 and to reduce meat imports substantially.

Poultry development

The accelerated development of the poultry industry will oblige the Government sooner or later to study measures to enable this industry to develop in a more orderly manner. One of the major problems is a lack of adequately trained poultry veterinarians to handle possible disease outbreaks.

Progress is being made in beet sugar production and the Government is likely to increase the number of sugar mills, from the present three, to six or more.

It is doubtful, however, whether U.S. machinery manufacturers can sell sugar refining equipment in Greece because of the Greek Government's desire to purchase such equipment from Eastern bloc countries (especially from Poland) which are willing to barter equipment for hard-to-sell Greek products, such as leaf tobacco and citrus fruit.

Beet production up

Increased sugar beet production is associated with a growing livestock and dairy industry. Full use has not been made of the beet sugar industry's by-products. However, steps are planned to make the fullest possible use of the pulp and other by-products.

Great opportunities are visualized for an increase in processing plants handling Greek agricultural products. One of the important elements of the agricultural policy of the Greek Government is to expand production of agricultural products for export.

Although agricultural exports already account for about 90% of Greece's total exports, a concerted drive will be made to increase exports of agricultural products with special attention being given to food products. To achieve this it will be essential to insure the production of high quality fruits and vegetables for the food processing industries.

With this in view several years ago the new Hellenic Export Company of Agricultural Products S.A. known as "NEW AGREX" was formed by the Agricultural Bank of Greece which owns 70% of the capital stock, 26% being in the hands of the Unions of Farm Cooperatives and the 4% balance owned by the Government.

Inducements to farmers

NEW AGREX plans to set up plants for canning, dehydrating and deep freezing of fruits and vegetables, thus taking up some of the current surplus production and to induce farmers in the growing of varieties suitable for the world market.

This will require substantial capital investment and NEW AGREX wishes to interest U.S. firms in joint ventures to which the American firm would contribute machinery, technical know-how and marketing knowledge, while production sites, buildings and working capital would

VINEYARDS in Greece were an indication to Trade Mission of need for U.S. bottling equipment.

the author

Marvin W. Melton has had 30 years' experience in the selling and servicing of all types of farm machinery, both powered and animal drawn. His firm sells fertilizers, insecticides and pesticides. Melton owns and operates a 1,000 acre farm in Arkansas specializing in cattle, soybeans, cotton, small grains and fine pastures. He was elected in 1952 to the Arkansas Senate, where he served six years.

VEGETABLE STAND on narrow streets of Corfu demonstrated high quality of Greek agriculture.

be supplied in Greece by NEW AGREX.

NEW AGREX is primarily interested in negotiating with a U.S. company which can offer an entire turnkey proposal. One of the primary objectives in expanding food processing industries is to achieve a further penetration and exploitation of the Common Market of which Greece has been an associate member since Nov. 1962.

The high quality of Greek agricultural products offers a good possibility for the development of plants for fruit and vegetable processing, citrus juice canning, processing of edible olives and olive oil, the bottling of wines, and the processing of dairy products. The development and growth of these industries is encouraged by the growing processed food market in Europe, and the increased domestic demand for processed foodstuffs.

Cooperatives become important

It is evident that agricultural cooperatives in Greece are becoming increasingly important, not only in marketing cash crops for their members, but also as organizations which perform procurement functions on behalf of the members for the whole range of products needed for agriculture including fertilizers, pesticides and farm implements and machinery.

While the market for agricultural machinery is still small, the rapid growth and development of the cooperative movement makes prospects for more sophisticated agricultural machinery look much more promising. This includes large and small tractors, ploughs, planters and harrows.

The country at present has about 1¼ million acres of arable land partially irrigated and another 1 million acres that will be irrigated within the next 10 years. The program over the next decade should result in a great demand for earth moving equipment, pumps, pipes, and much other equipment in which the U.S. enjoys technological superiority.

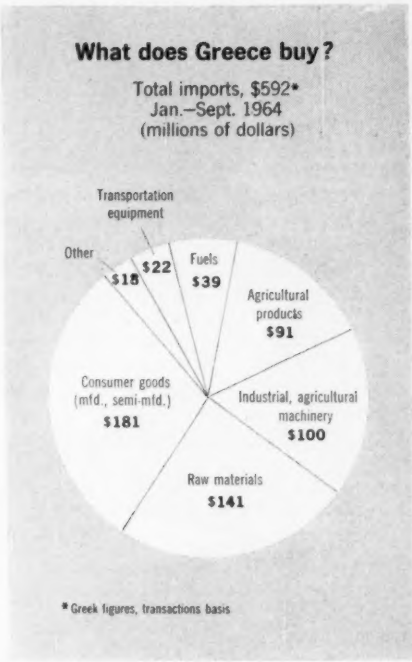
Likewise, demand for fertilizers should show great expansion but a growing share of the market will in the future be supplied from local plants. At present only a small proportion of fertilizer needs are imported from the U.S. It is recommended that U.S. interests investigate this market with a view to obtaining a competitive share of the present demand.

Machinery use to increase

In anticipating potential markets for farm machinery, a number of factors need to be considered. First, it is quite evident that within a developing country such as Greece there will be an increase in the amount of farm machinery used. Many U.S. agricultural machinery companies have established factories abroad, and these companies sell in Greece at prices less than those offered by firms located within the U.S. Consequently, the principal opportunity for sales of farm machinery lies in a limited number of items which are not being produced effectively elsewhere.

The first of these would be such speciality items as corn cultivators and harvesters. There are some opportunities in the sale of sprinkler irrigation equipment, including pumps and sprinkler lines.

It should be pointed out, however, that one of the basic difficulties in the sale of machinery in developing countries is the necessity for maintaining a proper supply of parts and having proper service organizations. It is claimed that many companies have not provided for adequate parts and service facilities for the items they sell.



American school

One of the most encouraging agricultural leadership organizations found in Greece is the American Farm School at Thessaloniki. This institution is furnishing competent training in agricultural pursuits. It has 200 boys from all parts of Greece (a few from other countries) ranging in age from 14 to 20 years who are trained in all phases of agriculture, including modern farming, farm machinery, animal husbandry, poultry, carpentry, plumbing and machinery repair and maintenance.

A recent project making a real contribution to promoting livestock production in Greece is an artificial insemination project, with Greek Government sponsorship. In the last 5 years they have bred more than one million animals by this method, and the grade of the livestock has been greatly improved.

Because only 35% of the land in Greece is arable and more than 95% of that land is already in cultivation, solutions to increase production can come through better management; more mechanization; increased use of chemical fertilizers; and a fuller utilization of the possibilities of irrigaton.

Extend deadline

Business proposals for India mission accepted to January 22 —selected members to include Nepal in tour

The deadline for submission of Business Proposals for the forthcoming U.S. Investment and Industrial Development Mission to India (see *International Commerce*, August 10, p. 5) has been extended to Feb. 1.

As selected members of the Mission will include Nepal in their itinerary to explore possibilities for trade, industrial development, and investment in that country.

Business Proposals submitted by U.S. companies for India will also be utilized, as applicable, for Nepal.

INTERVIEWS by the author and other Trade Mission members indicated interest of Greek businessmen in establishing working relationships with U.S. firms.

Greece offers special incentives to export-oriented investments; U.S. leads, though total is small

Expansion of manufacturing, food processing facilities stressed; streamlined procedures cut paper work for prospective investors

By EVERETT F. ZURN
President, Zurn Industries
Erie, Pennsylvania

The Greek Government has made special efforts to encourage private foreign investment. Foreign capital imported into the country for productive investment enjoys broad protection under the provisions of Greece's basic foreign investment Law #2687/53.

ZURN

Despite this law and still further incentives, the response has been limited until quite recently. The Greek Government is particularly eager to attract U.S. investment. Nevertheless, although the United States ranks first in total number and value of projects, only about $20 million of purely U.S. capital had actually been imported under Law 2687 by the end of 1963.

The Greek Government is placing particular emphasis on attaining a satisfactory rate of economic growth and the rapid elimination of the economy's structural weaknesses. Increased emphasis is being placed on improvement of the administrative processes and the expansion of educational facilities, including the field of technical training.

The Government has repeatedly stressed that it will provide full support to private foreign investment in productive activities in Greece, especially for export-oriented ventures, a field where immediate progress is of vital importance.

Capital imported into Greece for investment in approved productive-type projects is classified as foreign capital, whether it be in the form of foreign currency, machinery and equipment, patents, technical processes, or commercial and industrial trade marks. Under Greece's foreign investment Law 2687, such capital enjoys special protection provided it is imported for investment in projects considered beneficial to the national economy. This includes investment in low cost housing projects.

It is generally accepted that the key to Greek economic development and the success of its association with the EEC is the expansion of private investment in manufacturing industries, and an expansion of its food processing facilities. Agriculture will remain important, but primary production alone cannot create the per capita income or the foreign exchange earnings necessary to achieve a satisfactory growth rate. Special efforts are also being made to promote tourism.

The generally favorable political and economic climate is one of the most important attractions for U.S. investors

in Greece. These attractions are emphasized by the Foreign Capital Service of the Ministry of Coordination, which handles all aspects of applications for investments from abroad, making it unnecessary for applicants to contact several different Government Agencies.

Investment opportunities between Greek and U.S. interests also receive all the cooperation the Government can give, and all the incentives the Law permits.

The Hellenic Industrial Development Bank was recently created by merging three organizations: **1)** The Industrial Development Corporation (IDC) **2)** The Economic Development Financing Organization (EDFO) and **3)** The Tourism Financing Organization. This new Goverment agency is designed to accelerate the development of the Greek economy.

Politically, the Government stresses policies which foreign business interests will find attractive, with no fear of expropriation, confiscatory taxation, or other unfair measures.

Another strong attraction for U.S. businessmen is that Greece provides an entry into the European Economic Community, of which Greece is an associate member. Many U.S. investors consider Greece a convenient "side door" into the Common Market. In addition to the favorable investment climate it offers, Greece has low labor costs coupled with adaptability and receptiveness to industrial skills. Greece also offers fairly well-developed communications and land, sea, and air transportation systems together with nearness to markets in western and eastern Europe and the Middle East.

However, approval for investment under Law 2687 is by no means automatic and at times it may involve a considerable amount of negotiation with the Secretariat of the Foreign Investment Committee. Generally speaking, the Greek Government is not particularly keen to encourage foreign investments in fairly well developed areas of economic activity. Furthermore, it is an established policy of the Foreign Investment Committee to favor dollar-earning rather than dollar-saving projects based exclusively on sales in the domestic market. Delays in the processing of investment applications are often unavoidable, so U.S. businessmen interested in investing in Greece are urged to keep a close check on their applications and be ready to provide any additional information the Committee might require in making a decision.

Most Greek businesses are of the so-called family type, passed down from father to son. Management is within the immediate family and its relatives. Usually a hard worker himself, and lacking knowledge of modern management training, the head of the business delegates little authority for important decisions.

Dependent almost wholly on local banking facilities, the average businessman pays a high rate for financing his business, with the interest rate for discount of short-term commercial paper running as high as 8-9%.

Generally speaking, the records he maintains would not be considered adequate for most U.S. companies.

Greek businessmen appear to favor U.S. affiliations. Energetic and alive to the fact that changes must take place, they are ready to adjust and meet new situations.

Towards this end, a basic educational reform combined with more effective technical and management education, has already been initiated in Greece. Foreign technical and management aid will thus be more effectively utilized and the development of basic research will be broadened.

During the 10-year period following the inception of Law #2687 in November 1953, a total of 329 foreign investment applications representing projects valued at approximately $408 million were approved by the Foreign Investment Committee at the Ministry of Coordination. Actual imports of capital in cash or machinery and equipment were approximately $110 million by December 31, 1963, or about 27% of the total value of the projects involved.

Thirty-eight U.S. ventures are included in the list of approved projects, representing approximately $165 million, or about 40% of the total. Approximately $20 million (18%) was in actual capital imports.

Among the more important investment projects undertaken by U.S. interests is the Thessaloniki Development Project. When completed, this project will be Greece's biggest industrial complex and will undoubtedly provide the basis for a large number of ancillary industries.

This development is generally referred to as the "ESSO-PAPPAS" project. Following recent changes in the Esso-Pappas agreement, it takes on a much broader significance as the total investment has been raised from $110 million to $190 million. This includes the addition of a naptha steam cracker and a caustic soda-chlorine gas production facility. It is also planned to double the production of the ammonia plant to 200,000 tons, and to nearly double the outlay for the steel mill to $85 million.

Other investments of considerable importance to Greece are the Pechiney-Reynolds-Niarchos $113 million aluminum reduction plant, the $25-$30 million Commercial Bank of Greece phosphate fertilizer plant at Cavala, the $16 million French St. Gobain-National Bank of Greece phosphate fertilizer plant in Thessaloniki and the $10 million Italian Pirelli tire plant at Patras.

Still other important investments include the $1.6 million Dow Chemical Polystyrene facility; the $12 million Parsons and Whittemore Ltd. Pulp and Paper Plant, which when completed next spring will produce 30,000 tons of straw pulp per year and 18,000 tons of writing paper; the Pfizer and Abbott Laboratories pharmaceutical plants; the Mykobar barite and Magnomin magnesite mining and processing projects; and the Xelopan hardboard plant.

There is also a significant amount of U.S. private investment in Greece through the banking system which enjoys the benefits of Law #2687. This is estimated at approximately $10 million and will be encouraged by the recent establishment of an Athens branch of the First National City Bank.

There are also several American proposals which are in a state of advanced study. Many of these are expected to materialize in early 1965.

Imports of U.S. capital under Law 2687 do not tell the whole story of U.S. private investment in Greece. There are several U.S. firms with substantial investments in Greece which are not covered by Law #2687. Included among these are Mobil and Caltex, petroleum product marketers, sales organizations of such firms as IBM, Singer Sewing Machine and two American airlines. The total value of investments in this and other general categories is approximately $10 million.

Many American investors prefer Greek participation in their enterprises in Greece —either in management, ownership, or both. They recognize that the success of their enterprise is inseparable from knowledge of competitive conditions, state of industry in the country, business relationships and an interest in the economic stability and growth of the country.

the author

Everett F. Zurn since 1952 has been President of Zurn Industries, a firm which specializes in the design and production of industrial machinery. Zurn is knowledgeable of a wide range of industrial equipment including metalworking, machine tools, ferrous and non-ferrous commodities, mechanical power transmission, and foundry facilities.

He has been a lecturer at the Harvard Graduate School of Business.

GREEKS ARE BUYING

Determination will pay

Markets for tools and machinery are good, and the resulting competition is strong

By FRANK M. CRUGER
President, Indiana Manufacturers Supply Co., Indianapolis, Ind.

U.S. tool and machinery producers should find a receptive market in Greece provided they adopt a personal touch in meeting competition by use of local distributors and agents.

Many opportunities exist for sales of U.S. machine tools, light metal and wood working machinery, canning and packaging machinery, electric and pneumatic portable tools, air conditioning equipment and industrial equipment if U.S. manufacturers make a determined effort to develop the market in Greece.

CRUGER

Success depends largely on personal approach through qualified distributors or agents in Greece.

U.S. exports of machinery and industrial equipment to Greece rose from $9 million in 1962 to $22 million in 1963—a healthy increase. Germany, Great Britain, and France, as well as eastern bloc countries, furnish suitable machinery, with less refinement, at lower prices. Although one sees U.S. machinery and equipment in Greece it must be remembered that much of this was purchased through the AID program.

It should be noted further that Greek purchases of machinery from Common Market countries declined from $59 million in 1962 to $55 million in 1963.

Canning, packaging develop

A growing canning and packaging industry in vegetables (largely tomatoes) and fruit is developing in Greece. Plans to use more of the low cost, easily trained Greek work force, mostly from farms, are in progress. Food processing plants will be in demand if plans to attract more farmers into the industrial work force materialize. An efficient canning and packaging industry could turn loss into profit. Machinery and equipment will be needed for this new industry.

The iron and steel industry now being developed by Esso-Pappas in Northern Greece plans to establish a service warehouse in Athens for distribution of less than mill quantities.

It was stated that existing independent Greek steel warehouse firms in the area also will be eligible to distribute warehouse type products of the new steel mill. Machinery, equipment and other steel warehouse facilities will be needed to establish modern servicing in new as well as existing steel warehouses.

With more attention to this area, a willingness to discuss possibilities with Greek businessmen and follow up on sales opportunities, a desire to spend some seed-money in advertising and possibly exhibiting in the Thessaloniki Trade Fair, a determination to modify or develop a product to suit this market, the U.S. share of the Greek market could be increased greatly.

MISSION MEMBERS Belden, Cruger and Zurn with Greek plant official Velis at Pitsos factory visit.

Like U.S. quality

Although the Greek market is extremely price conscious, it recognizes that quality, product life and service are directly part of the total price. U.S. machinery carries a status symbol that should not be disregarded. Greece offers a challenge to U.S. businessmen—and hopes U.S. firms will display a more active interest in the market.

Greek distributors and agents are unaware of the great progress made in designing and lowering production costs of U.S. portable electric and portable pneumatic tools with the result that Swedish pneumatic and Swiss electric tools appear to have the major share of this market.

U.S. manufacturers of portable electric and portable pneumatic tools must secure aggressive distributors carrying a stock of parts and providing after-sale service. There are more than 40 agents and distributors of machine tools and other metal working machinery, largely in the Athens area. The breakdown is 15 large firms, 8 medium firms and 18 small firms. Several of these larger distributors carry an impressive stock of machinery, industrial equipment, industrial supplies of several types, and have first class employees to sell and service. Some of these industrial distributors would rank well among their U.S. counterparts.

Many leading U.S. manufacturers are represented in Greece but the bulk of the products sold to industry are manufactured in Germany, Britain, France, Italy, and Sweden, with an apparently growing volume of business going to eastern bloc countries, notably Hungary and Czechoslovakia. One enterprising Athens distributor with a most efficient operation has taken on a line of U.S. safety equipment.

If a U.S. manufacturer cannot make a personal sales effort in Greece—and this is desirable—a list of distributors and

agents or importers should be obtained from the Department of Commerce and the appropriate firm contacted by mail. Catalogs and price lists should be sent with an indication of the desire to establish an exclusive connection to encourage cooperation and effort on the part of the Greek outlets.

Unusual opportunity

U.S. and Greek industrialist and distributor have an unusual opportunity to enter into profitable business relationships. With the exception of certain types of equipment manufactured in Greece, there are relatively few restrictions to prevent the free exchange of trade between the two countries. Opportunities exist to expand older plants with U.S. machinery and equipment.

Well over 200 Greek businessmen indicated interest in the 350 U.S. Business Proposals brought to Greece by the Trade Mission. U.S. businessmen will find it profitable to follow through on the contacts made on their behalf by the Mission.

When visiting Greece it is advisable to visit the Commercial Section of the American Embassy, and call on the Hellenic-American Chamber of Commerce, the Athens Chamber of Commerce, the Piraeus Chamber of Commerce and the Greek banking profession. All are willing to help in efforts, to export, import or engage in joint enterprises.

Tool firms face obstacles

In talking with several machine tool importers and agents it was learned that several obstacles face U.S. machine tool exporters in this area. They are:

- Higher prices claimed on suitable (if not comparable) competitive machine tools.
- Much higher transportation costs from U.S. than nearby competitors in both the West and Eastern Bloc.
- Terms of payment (which may be as important as price).

Terms of payment financed by suppliers are very important since Greek interest rates run higher than U.S. Distributors and agents expressed a desire to co-operate with U.S. suppliers but felt U.S. exporters should examine the Greek situation in detail and be prepared to finance exports.

Presently, Eastern Bloc interest rates on deferred payments are 6%, Germany 8% and the United Kingdom 7%. For those exporters who may be unacquainted with U.S. facilities for financing exports, the Export-Import Bank will furnish details regarding export sale financing on a competitive basis. Also, every exporter should be familiar with the facilities offered by the Foreign Credit Insurance Association (FCIA).

OBSTACLES to machine tool trade with U.S. were cited as higher costs, transportation expense and terms.

For those wishing to make market or feasibility studies in Greece, several qualified U.S.-Greek consulting firms will analyze the possibilities for new products or services together with reports on legal and financial considerations. Specialized technical and engineering services are also available.

Prices are stable

The exporter will be entering a stable price market in Greece. For example, average price levels, 1959 through 1964 show wholesale prices up 2% per year and consumer (retail) prices up only 1% per year. The average annual increase in income from production of manufactured goods over the last six years has been 7.7%.

U.S. interest and investment in Greece are marked by a growing stream of representatives of firms who have set up sales and distribution offices in Greece or who are establishing manufacturing and processing plants or sharing ownership with Greek businessmen in joint ventures.

U.S. firms in Greece

Among the U.S. firms presently operating in Greece are Esso-Pappas, Reynolds Metals, Mobil Oil, Caltex, Chrysler, Dresser Industries, Hilton Hotels, Abbott Laboratories, Charles Pfizer Co., Kodak, Colgate Palmolive, Parsons & Whittemore, Dow Chemical, and many smaller but equally enterprising firms.

This list should impress the U.S. manufacturer of the market for machinery and equipment, especially since these firms have for years been oriented to U.S. products.

A careful analysis of opportunities in Greece by prospective U.S. investors and exporters should result in profitable business for all concerned.

the author

Frank M. Cruger was associated with a machine tool and hardware business for some 15 years until 1940. In 1940, the Indiana Manufacturers Supply Co., of which Cruger is 50% owner, was established. This firm is a distributor of woodworking and metalworking machinery, industrial equipment and supplies. Cruger is also Vice President of the Machine Products Corp. of Dayton, Ohio.

Cruger is Chairman of the Board of the National Small Business Association of Washington, D. C., which represents over 35,000 small business establishments in manufacturing, wholesaling and retailing.

IN GREECE

Prefer private enterprise

Greeks like U.S. goods; welcome American investment and know-how

By A. T. TSOUMAS

President Permacold Industries
Chicago, Illinois

The association of Greece with the European Economic Community has accelerated the country's economic growth, which has also been boosted by government incentives to private enterprise.

TSOUMAS

The Greek government is making a special effort to promote economic development and to encourage investments by private foreign concerns. It hopes to reduce the deficit in the Greek balance of trade by providing special inducements for dollar-earning and dollar-saving industry and business.

Greece's economic growth spells out opportunities and challenges to private industry. Its industrial future is very bright, the currency is stable and the attitude of the businessman very receptive for cooperation, investment and joint-venture with his U.S. counterpart.

U.S. products are well received and the Greek businessman looks with favor on American know-how. The per capita income of the country shows impressive gains. Savings deposits are constantly rising. Despite the drain of the country's manpower resources by emigration, especially to Germany, there is still a fairly plentiful supply of labor and the Greek worker is easily adaptable to U.S. methods of operation.

Competition for the market

Many other nations of the world are competing for the Greek market. It is essential, therefore, for the U.S. business community to make a sincere selling effort pointing out the advantages of its products. The personal contact method used so effectively in the U.S. market is recommended.

Firms are encouraged to investigate the most suitable method of distribution for their products. Company branches are not necessarily a must. A U.S. company can sell its products through agents or manufacturers representatives. In seeking this kind of representation, however, firms should investigate thoroughly the individual or firm being considered. Ability to produce results should not be judged by the number of companies represented.

Many outstanding salesmen, progressive, aggressive, alert and well versed in methods of modern merchandising, are available. This type of representative can do much to promote and build up sales for U.S. companies.

Many phases of industry in this market are ripe for investigation and development. Because agriculture has been Greece's principal means of support, industries related to agriculture should be given priority attention. In this connection, nature plays a major role. The climate permits the benefits of more than one crop a year for many fruits and vegetables.

CLEAN, SUNNY STREET in Greek business district blends the architectural styles of several centuries.

Foods as export potential

Fruits and vegetables of Greece are recognized as being of fine quality. Up to the present, however, these products are sold in the Greek and European markets as "fresh" and their marketability is limited solely to the time of the year that they are grown.

The lack of facilities to store and transport and the limited market that the fresh product can satisfy, results in tremendous waste. The farmer, therefore, is fearful of planting and growing more products than he feels can be disposed of safely and profitably in the fresh market.

The Greek food grower would, without any hesitation, agree to increase the productivity of all foodstuffs if he had the knowledge that somewhere in his vicinity there exists a cannery, a cold storage warehouse or a freezing processing plant.

Such food processing facilities could

revolutionize this industry in Greece. Through Greece, of course, a producer of processed foods would have the added potential of new markets in Europe, the Near East and Africa.

Processing plants needed

Greece is in dire need of food processing plants and practically all Greek growers need advice and guidance on what they must grow and how. This probably is the most urgent requirement of Greece. The fruit growing belt has practically no cold storage facilities.

The frozen food industry is virtually unknown. Some experimentation has been made with the freezing of strawberries without bringing it to a successful conclusion.

In 1963, the important apple crop amounted to 133,000 tons, but only 8,500 tons were exported and this in the form of fresh fruit.

This industry offers great possibilities. In order for it to properly establish itself in the Greek market, it will require an extensive chain of warehouses and cold storage facilities, the linking of the farm to the processor and to the ultimate consumer within Greece and outside the country. In order for these facilities to become realities, they will require all types of materials, equipment, services and techniques.

Merger of resources

The Greek investor is highly interested in pursuing this subject thoroughly with the U.S. businessman, manufacturer, and investor interested in the food industry. This merger of resources, land, product and know-how can result in a successful enterprise embracing canneries, cold storage facilities, freezing plants, packaging and distribution.

The industry offers an opportunity for U.S. machinery and equipment which will be required for the most efficient operation of these plants, thus cutting substantially the present production costs and making the product competitive.

Expansion means machinery

Full expansion of the food and related industries would play a major part in the need for additional refrigerated transportation facilities and road trucks, requiring the extensive use of compressors, coils, cooling and heating units and an increased demand for paper, cartons and labels, all requiring mass production machinery.

The growth of the food industry would not stop here; it would create more jobs at the point of need. It would completely revamp the grocery store of today and the U.S. method of distribution might become a reality in Greece in the not too distant future. The display system of the super market will make its appearance. This, of course, will create a demand for store fixtures and all types of commercial refrigeration.

A fine example illustrating the high interest in this connection is the thinking of a reliable company which today franchises complete stores with its products.

This particular company which now operates only 10 stores and boasts a volume of $4 million per year, desires to enter into a joint venture agreement for the purpose of operating at least 100 modern retail outlets for the distribution of specialty items to be manufactured, processed and packaged by them, such as coffee, cookies, chocolates and related items, the estimated annual volume contemplated being many times its present turnover.

Small firms want help

Another fine example is the willingness of a small cooperative group to have U.S. help. Nine small refineries of olive oil and manufacturers of margarine and shortening have banded together and formed a type of buying organization. Each manufactures and distributes its own products. Savings have been effected in the purchasing of raw materials.

This group has been able to supply approximately 50% of the margarine consumed in Greece. It enjoys a healthy volume of sales and feels that this volume could be doubled or tripled within three years through a joint venture with a U.S. company supplying the machinery, equipment and the know-how.

Opportunities in the processed food industry are great, and companies interested in overseas investment opportunities should explore such ventures in Greece.

The Greek manufacturer and businessman is animated by the desire and the will to expand. If possible, he would like to do this with U.S. machinery, cooperation and know-how.

The Greek points to American know-how with pride and he does not hesitate to admit that what he needs is U.S. participation in production facilities.

SPONGE FISHING in the Greek Islands is an example of small industry needing U.S. marketing know-how.

the author

The firm of which A. T. Tsoumas is president and chairman of the board, manufactures commercial refrigerated equipment for the dairy, ice cream and frozen food industry. Greek-speaking Tsoumas began his business career with Armour & Co. in the various phases of food selling, food processing and packaging.

Tsoumas was decorated by the late King Paul of Greece for outstanding services rendered to that country. He spearheaded a drive after the war to build additional hospitals in Greece. He is a member of the American Hellenic Educational Progressive Association and Director of the American Foundation for Greece.

Greece nears self-sufficiency in chemicals; U.S. firms should locate there to hold market share

Several major projects with U.S. participation are underway; U.S. sales during 1st three quarters of '64 top totals for all of '63

By C. Y. THOMAS

Chairman of the Board, Pittsburg & Midway Coal Mining Co., Kansas City, Mo.

The chemical industry is expected to continue to play a leading role in Greece's economic upsurge, and increasing self-sufficiency in chemicals means that U.S. producers with plants on the spot will have the best chance to increase their chemical sales. Greek associate membership in the EEC will also broaden the market for products of U.S. chemical plants in Greece.

THOMAS

The Trade Mission interviewed about 30 businessmen in the chemical and pharmaceutical industries, talked with many knowledgeable businessmen in the Athens and Thessaloniki areas, and reviewed reports emanating from Greek Government sources and the American Embassy.

Major steps to improve the chemical industry of Greece include:

A Nitrogenous Fertilizer Plant at Ptolemais is getting underway. It is Government-owned and has an estimated yearly capacity of 75,000 tons of nitrogen, the finished products to be ammonium sulphate, ammonium nitrate, cal-nitro, and anhydrous ammonia.

The Esso-Pappas Refinery & Chemical Complex in Thessaloniki will comprise a basic Oil Refinery of 55,000 barrels a day capacity, a steam cracking unit and a 15,000 ton-per-year ethylene unit, a 15,000 ton-per-year polyvinyl unit, a 6,500 ton-per-year Tetraethyl lead unit, a tetramethyl lead unit of related capacity, a 1,000 ton-per-year Polyvinyl acetate production unit, a 24,000 ton-per-year bexane and aliphatic solvents unit, with exclusive manufacturing rights in Greece until April 30, 1967 for the following common but very important chemical products, Ethylene, Tetraethyl lead, Tetramethyl lead, Ethyl Chloride, Ethylene dichloride, Vinyl chloride, Polyvinyl chloride (PVC), Polyvinyl acetate (PVA), Hexane and aliphatic solvents.

The Esso-Pappas and Dr. Costas Nevros' Venture at Messolonghi, will consist of a solar evaporation salt plant for 300,000 tons of crude salt, a refinery to produce 99.5% pure salt, sodium carbonate, sodium bicarbonate, ammonium chloride, calcium carbide, calcium hydroxide.

The National Bank of Greece-St. Gobain Phosphate Plant in Thessaloniki, will produce 200,000 tons-per-year of ammonium sulfophosphate fertilizers.

The Commercial Bank of Greece Phosphate Plant at Nea Carvali, east of Thessaloniki, will also produce 250,000 tons-per-year of ammonium sulfophosphate fertilizers.

To be self-sufficient

Except for some very high unit price chemicals, medicines and antibiotics, it appears that Greece will be reasonably self-sufficient in most basic chemicals in three to five years.

U.S. firms are placing much hope in Greece's associate membership in the Common Market (EEC), the prevailing thought being that Greece would be a favorable location for chemical plants which would sell in the Common Market.

Several reports point out the favorable investment climate in Greece, but one also hears of difficulties, heavy paperwork, and delays in approvals. The salt situation is an example of the difficulties involved in dealing with a state monopoly. Ordinary salt (sodium chloride) is needed in many industries. The Greek Government monopoly controls the price of salt, the prevailing price being 1,250 drachmas per ton ($42.06). However, from time to time Royal Decrees set special prices ranging from $17 to $27 per ton for salt for the Olive Packing Industry, Textile Industry, Electrolyte Industry, and for all other industrial uses.

The chemical industry in Greece is either producing the major needs of the country or will be able to do so when the presently planned construction program is completed. With several U.S. pharmaceutical firms having working arrangements with Greek counterparts, Greece will probably become self-sufficient in this field.

Chemical sales by the U.S. to Greece may diminish because of Greece's Common Market position. American firms which have branches or affiliates in the Common Market area will have the best opportunity to sell in Greece.

The United States exported approximately $6.2 million in fertilizers and other chemicals to Greece in the period January-September 1964, compared with $3.8 million in the same 9 months of 1963, an increase of 63%. Total U.S. exports of chemicals to Greece in 1963 were valued at $5.7 million, up 84% from the $3.1 million of 1962.

Fortunately for the American firm contemplating entering the selling or manufacturing field in Greece, many other American firms are already doing one or the other and can be consulted.

A large number of up-to-date reports concerning the Greek economy, covering such items as taxes, labor-rates, fringe benefits, labor laws, and banking are available at the Department of Commerce in Washington and at the Embassy in Athens for visitors to Greece.

Government representation

The Greek Government maintains commercial offices in the following cities of the United States: New York City, 69 East 79th St; Chicago, 415 Surf St.; Washington, D.C., 2221 Massachusetts Ave. NW.

The U.S. Government maintains an Embassy in Athens and a consulate general in Thessaloniki.

the author

C. Y. Thomas formerly was chairman of the Board of the Spencer Chemical Co., manufacturer of commercial chemicals and chemical products. His professional memberships include the American Society of Mining and Metallurgical Engineers, American Society of Mechanical Engineers, National Society of Professional Engineers and the Kansas Engineering Society.

Thomas was a member of the U.S. Trade Mission to Turkey in 1957.

Greek nation modernizes, forges ahead in economic development

Industrial production has risen more than 100% since 1950; agricultural production, more than 35% in same period

Greece can be proud of its remarkable economic progress.

The peninsular nation's growth in industry, agriculture, and tourism has exceeded anything thought possible in the late forties after the severe economic dislocations brought about by World War II and by the 1944-49 Communist-inspired civil war. In 1947, net per capita income was $53 equivalent. Now, a decade and a half later, per capita income is estimated at $441 (1964). Industrial production has risen over 100% since 1950; agricultural production, over 35%.

The modern economic development of Greece did not just "happen." Even before the depleting effect of war, Greece's natural resources had not been notably rich, though they were quite diversified, particularly in some relatively rare minerals. The majority of Greece's 8.5 million people have always been bound to the soil, with little opportunity to acquire higher technical skills. Greece has forged ahead partly through a massive program of outside economic assistance and partly through vigorous efforts by its own Government to coordinate economic planning and to create a favorable climate for individual initiative and private investment.

The United States has supplied about $2.2 billion in economic aid to Greece since 1947, when the Truman Doctrine was inaugurated. That doctrine was predicated on the desire of the United States that Greece remain independent and stable, develop a healthy economy, and continue to cooperate closely in free-world defense.

Ten-year program

In mid-1962, the Greek Government published a ten-year program of economic development. The basic aim of the program is to achieve a rapid improvement in the standard of living, reduce unemployment, scale down regional disparities in income, and progressively diminish the dependence of the Greek economy on foreign aid. The plan's emphasis on the development of industry is designed to counteract Greece's present structural weakness of over-reliance on a few agricultural commodities, subject to the vagaries of weather and sudden fluctuations in world market prices.

The Government of Greece also has enacted basic legislation to promote and protect "productive" foreign investment in Greece. Law 2687 of October 31, 1953, and the supplementary legislation which followed it provide such incentives as the freezing of tax levels at the rate in effect at the time of the investment approval repatriation of capital and profits at the annual rate of 10 and 12% respecitvely, lowering or elimination of duties on importation of machinery, tools and spare parts to be utilized in the investment enterprises, and waiving of certain local taxes.

Associated with Common Market

Further stimulus to international business interest in Greece was added in November 1962, when Greece became associated with the Common Market. The country now affords a convenient "back door" to the EEC market for foreign manufacturers who wish to utilize inexpensive but efficient Greek labor.

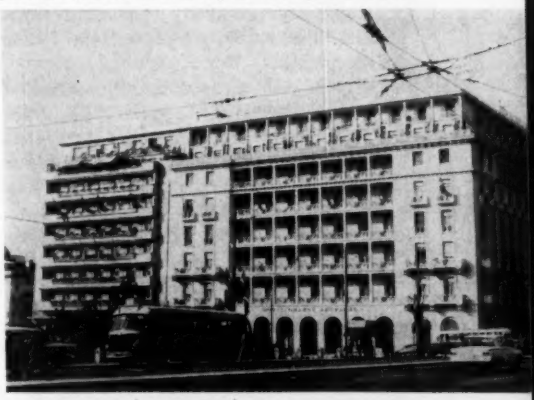
By 1970, Greece is to gain duty-free access to the Common Market. It already enjoys the 70% reduction in tariffs for industrial goods and 55% for certain agricultural commodities in effect among EEC members.

According to the Articles of Association Greek tariffs applied against imports from the EEC are to be eliminated within 20 years for manufactured goods and 10 years for agricultural goods. Since November 1962 Greek tariffs for many imports from the EEC have been lowered by 20%. The next downward shift is scheduled for November 1, 1965. It is then also that Greece's initial movement toward harmonizing its tariff schedule with the EEC's Common External Tariff (CXT) will take place.

Forecast good

For the near future, the question which will most effectively determine the level of U.S. trade with Greece will be the continued health of the Greek economy, the forecast for which is good. So far there has been no real indication that Greece's association with the Common Market has deterred U.S. exports to Greece. As proof of this, during the first

NEW 10 YEAR Development plan in Greece is expected to improve standard of living and overcome dependency on few agricultural products street peddlers (above) offer along narrow age-old street.



CONSTITUTION SQUARE in Athens, site of Premier Hotels, is well known to thousands of U.S. tourists. Below, scene in "Flea Market" is another tourist sight but not at all typical of progressive merchandising methods now sought in Greece.

two years of Greece's commercial alliance with the EEC, U.S. shipments to the Mediterranean country steadily increased: 23% in 1963, 22% in the first nine months of 1964 (compared with same three quarters of 1963).

The traditional warm and friendly relations between Greece and the United States, particularly since the inception of the Truman Doctrine in 1947, have created favorable popular attitudes toward U.S. goods and services. Acquaintance with U.S. products also has been stimulated by importation of a large volume of U.S. capital and durable goods financed with U.S. AID funds in the past decade. Moreover, because many Greeks have lived in, or have relatives living in, the United States, they are familiar with and often prefer U.S. produced commodities.

If Greece can continue to progress in remedying certain structural imbalances in its economy, such as a nagging foreign trade deficit which has led to recurring balance-of-payments difficulties, there is good reason to believe that U.S. traders and investors will find increasing cause to investigate a country offering such a potentially fertile field for business.

Information on Greece

The Department of Commerce has prepared the following publications dealing with Greece:

The Market for Selected U.S. Electric Housewares in Greece. 10¢

The Market for Selected U.S. Household and Commercial Gas Appliances in Greece. 10¢

Foreign Trade Information on Instrumentation in Greece. 10¢

The Market for U.S. Microwave, Forward Scatter, and Other Radio Communications Equipment and Radar in Greece. 10¢

Basic Data on the Economy of Greece. OBR 64-20. 14 pp. 15¢

Foreign Trade Regulations of Greece. OBR 64-66. 8 pp. 15¢

Establishing a Business in Greece. OBR 62-10. 17 pp. 15¢

Living Conditions in Greece. OBR 63-4. 9 pp. 15¢

Doing Business in Greece, 1963; a U.S. Trade Mission Report. 24 pp. 25¢

Write: The Commerce Department's Publication Sales and Distribution Section, Washington, D.C., 20230.

Mission gets many responses to business proposals by U.S. firms seeking Greek ties

By E. MARVIN BELDEN

The U.S. Trade and Investment Mission to Greece departed with 348 business proposals submitted by American firms seeking commercial ties with their Greek counterparts.

Of the 348 proposals, 190 aroused some interest. Many appealed to more than one firm, and some generated the interest of as many as eight Greek firms. Discussions of these proposals resulted in a total of 358 separate commercial contacts started between Greek and American businessmen.

The proposals covered agricultural equipment, building materials and equipment, chemicals, construction and materials handling equipment, electronics and electrical machinery, food products and processing equipment, refrigeration and heating equipment, medical and scientific instruments, and transportation equipment.

Box Score

Dates of Mission: November 7-December 5, 1964.

Cities visited (3): Athens, Thessaloniki, and Patras

Business Information Centers (3): Athens, Thessaloniki, and Patras

Personal interviews: 232

Plant visits: 15

U.S. business proposals presented: 348

Trade and Investment opportunities presented: 117

A total of 3,000 booklets containing a description of each proposal were distributed throughout Greece prior to the Mission's arrival. In addition, a description of each proposal was published in an Athens commercial newspaper and 16 other articles were published in various Athens newspapers. There were also numerous articles in Thessaloniki newspapers.

Most popular

Proposals covering chemicals were of most interest: they received 72 referrals. Following in importance were electronics and electrical machinery (48), construction and materials handling equipment (31), building and fabrication materials and equipment (27), agricultural machinery and equipment (26), food processing and packaging machinery (20), food and kindred products (19), refrigeration and heating equipment (17), medical and scientific instruments (13), and automobile washing and air conditioning equipment (10).

In addition to discussing these proposals with Greek businessmen, Mission members also developed 117 proposals from Greek firms wanting to buy American goods, to obtain U.S. investment of capital and know-how, and seeking American distributors for their products. The Greek proposals consisted of 64 export, 12 import, and 43 investment opportunities. The export opportunities included:

Industrial Equipment—plastic bottle making machinery, food processing equipment, machinery to make P.V.C. film, metal working machinery, and injection molding machinery for plastics.

Consumer Goods—Cosmetics, vacuum cleaners, floor polishers, toasters, glassware for table and kitchen use, bathroom fixtures and accessories, and component parts to assemble Hi-Fi and television sets.

Chemicals—agricultural chemicals, pharmaceuticals, alkyd and epoxy resins, building materials, P.V.C., rubber chemicals, and anti-oxidants.

Food Products—alfalfa, soybeans, canned and frozen meats, dairy products, and wheat flour.

Textiles—yarns, children's and ladies' wearing apparel, synthetic and wool finished goods, and cotton dress and shirt fabrics.

Miscellaneous—air conditioning and refrigeration equipment, medical instruments, agricultural machinery and equipment, and galvanized steel sheets.

Greek goods offered

Import opportunities were primarily concerned with Greek marble and alcoholic beverages; but also included mica, bauxite, plastic shoes, and synthetic precious stones.

American capital and know-how is being sought for food processing, wearing apparel, chemicals and allied products, electrical machinery, fabricated metal products, hotels, and shoes, among other products.

How to get export credit insurance or guarantees

Short- and medium-term financing for exporters provided by FCIA, Eximbank

By ADA WRIGLEY

Bureau of International Commerce

In the year ended June 30, 1964, U.S. export shipments of about $770 million were protected against the commercial credit and political risks to which exporters are exposed when they sell on payment terms.

Some of this protection was provided through insurance issued by the Foreign Credit Insurance Association (FCIA), a private association of insurance companies backed up by the Export-Import Bank (Eximbank), a U.S. Government agency which underwrote part of the risks.

The rest was provided by Eximbank itself which has a separate program in cooperation with commercial banks. The main features of these programs as they exist today are summarized in the chart on pages 18-19.

Progress under these programs since 1961-62, when they were developed, is considered good. An estimated 3 to 4% of all U.S. commercial exports, or about 6 to 8% of those exports which are considered insurable, are now covered. Although most exporters are now aware of these programs, some are still not sufficiently informed about the facilities and the manner of operations.

Short-term insurance

Exporters who ship on credit payable in not more than 180 days may obtain FCIA short-term insurance. These are mostly exporters of consumer goods and raw materials but also include exporters of such items as spare parts. In fiscal year 1964 FCIA policies covered almost $470 million of these exports.

As a first step towards applying for insurance, the exporter may investigate the coverage and rates in terms of his particular trade of the past year and as anticipated with the opportunity of expansion through selling more on credit terms. The exporter may also obtain the FCIA pamphlet, *Guide to Export Credit Insurance*; the application form, Application for Quotation—Export Credit Insurance—Short Term; a specimen short-term policy (terms and conditions of the insurance are included in the policy itself), and current rate schedules. These may be obtained through the exporter's local insurance broker, an agent for a member company of FCIA, or directly from FCIA in New York or its regional offices located in Chicago or San Francisco.

If the exporter has not been selling previously on credit or wants his bank to provide additional credit in connection with FCIA insurance, he may consult his bank at this initial stage. Many banks will more readily make loans knowing that the exporter is protected by credit insurance. Also, the proceeds of insurance policies are assignable.

In obtaining insurance an exporter usually takes out what is known as a whole turnover policy, whereby he agrees, except for a few types of business (for example, letter of credit sales and shipments to Canada or to certain subsidiaries), to insure all of his short-term export credit sales. This provides FCIA with a spread of risk, necessary in order to offer relatively attractive premiums.

FCIA may permit exclusion of sales to certain major buyers or countries, or allow coverage to be confined to sales of certain product lines, but will insist that the business covered provides a reasonable spread of risk. Some firms—particularly large ones—find it advantageous to negotiate such package arrangements.

For any individual export firm, the present pattern of the company's trade, its plans for expansion, and the demand of its overseas customers for credit sales need to be weighed against the probable risks and the insurance costs in order to decide how advantageous such insurance will be.

In filling out the initial FCIA application the following basic information is required: brief description of the company's operations; products to be exported; anticipated volume of exports (annual); description of buyers; payment terms expected; past credit problems on accounts receivable; and credit limit desired for each buyer (taking this into account, FCIA will assign a discretionary limit from $500 to $15,000 within which an exporter may extend credit, on the basis outlined below, without prior approval from FCIA).

For each buyer to whom the exporter extends credit within his discretionary limit, the exporter will be required to have on file two current credit reports. These need not be sent to FCIA, but are essential as they are the basis for justifying extension of credit and, in the event of a claim, must be in order or the claim may be invalidated. For regular customers, many firms already have such reports; for others they will need to be obtained. (See article, *No Credit Rings No Sale*, by Stanley Hollis, FCIA consultant, INTERNATIONAL COMMERCE, June 8, p. 11.)

As there are two basic types of short-term policies, an exporter may decide to cover only his political risks, that is, losses resulting from government actions, by using the political risk policy form rather than the usual comprehensive risk policy form. If this choice is made the exporter will find the premium rates about 25% lower, but it should be recognized that he will have no coverage against such common risks as insolvency or protracted default of the buyer, the major cause of losses on which FCIA has paid claims to date. Only 4% of firms holding short-term policies have chosen this coverage.

Endorsements

The exporter also must decide whether it is to his advantage to obtain—at extra charges—either of two available endorsements which can be attached to his policy. One, providing coverage during the period of manufacture or assembly, is not of use to many exporters dealing in short-term goods, but it may be useful to others. The other, providing coverage for consignment sales and sales from warehouse stocks abroad, is considered good additional coverage by those firms selling extensively by this means.

This article and the table on pages 18-19 provide a summary of the U.S. export credit insurance and guarantee programs, current as of December 1964.

Cooperation of Eximbank personnel in checking the material for accuracy is acknowledged.

An exporter who has one or more large customers may wish to establish a special buyer limit—a limit above his regular discretionary limit. Assuming a discretionary limit of $5,000, for example, an exporter may request a higher limit for each of his special customers who are expected to have shipments from him outstanding at any one time exceeding $5,000.

To qualify such buyers, the exporter must make a special application for each buyer. FCIA also may ask that credit information be presented to substantiate the creditworthiness of such customers or, for a prescribed fee, will undertake to obtain the necessary information itself. The latter option may involve extra time in processing an application and it behooves the exporter to provide all the information he has on hand to FCIA if time is a factor.

Most exporters first establish a discretionary limit with FCIA and, as desirable, later request special buyer limits for selected customers. There is no limit for which such customers may be qualified; depending upon the exporter's past trade volume to the buyer and the buyer's credit standing, a special buyer credit may be $50,000, $100,000, $500,000 or more.

Sound credit judgment

Once an exporter has obtained a short-term policy with an approved discretionary limit, he is responsible for exercising sound credit judgment but need not advise FCIA of the names of his buyers. He reports the amount of his shipments and the countries of destination, however, on a regular monthly basis. He determines his monthly premiums, according to shipments made, on the basis of a schedule of rates attached to the policy.

Other points about short-term insurance—either not included in the accompanying chart or needing special emphasis—are:

- Eligible policy holders include U.S. firms and individuals and also foreign entities doing business in the United States. They may be manufacturers, exporters or combined export managers. FCIA also permits private financing firms to act as intermediaries or to obtain short-term policies—if they are in control of the goods.
- Goods covered by credit insurance must be U.S. goods—that is, goods produced or manufactured in the United States and of which at least half of the value has been added by labor or material exclusively of U.S. origin.
- Credit terms must conform to those generally used in international trade for the particular products.
- Insurance coverage is on a revolving basis so that exports to a buyer may come to exceed the discretionary limit or special buyer limit as long as the total amount outstanding at any one time does not exceed that limit.
- An advance deposit (later returnable)—10% of expected annual premiums—is paid when the policy is taken out; regular premiums are payable with declarations of shipments made by the 10th of each month, covering shipments of the preceding month.
- The premium rates vary according to the credit terms extended (whether 30, 60, 90 or 180 days) and the market classification of the importing countries (the political risk is greater in some countries than others). The variation may be quite wide, from .09% to 2.48%; most exporters pay premiums at an average rate of about 0.60% of the gross invoice value.
- A policy holder may file a claim for loss directly with FCIA or through his insurance broker or local representative of a member company of FCIA.
- Commercial credit loss claims are payable upon submission of proof of the buyer's insolvency or of his failure, within six months after the due date, to pay for goods delivered and accepted. Political loss claims are payable within three months after evidence is submitted of a loss due to a named political event.

Export credit insurance, guarantees—fiscal '64*

Short- and medium-term export credit insurance authorized by FCIA in fiscal year 1964 reached $744.5 million.

Medium-term guarantees to commercial banks authorized by Eximbank in the same period reached $215.3 million.

Consignment insurance to a value of $2.9 million and guarantees to exporters of $1.5 million also were authorized.

* In addition to assistance to exporters under guarantee and insurance programs, Eximbank authorized to purchasers direct loans of $778.3 million in FY 1964.

Medium-term insurance

Through its medium-term insurance FCIA helps protect exporters against nonpayment of installments and interest due on credit sales of capital goods or durable consumer goods. Such goods—sold on terms ranging from 181 days to 5 years—generally are insured on a sale-by-sale basis. An exporter, however, may qualify a particular buyer with FCIA and arrange coverage for a series of deferred payment sales on a revolving basis within a credit ceiling or he may obtain coverage on a reasonable spread of risk or whole turnover basis.

To obtain comprehensive insurance (commercial and political coverage) for a single transaction—the usual type of coverage—an exporter submits the completed FCIA application—Application for Comprehensive Export Credit Insurance, Medium Term—through an agent of a member insurance company, a broker, or directly to FCIA. In filling out the application the exporter provides a description of the transaction and also submits credit information on the buyer.

Requirements for medium-term insurance also include a cash payment by the buyer by the time of delivery (usually 20% of the invoice value) and participation in the risk by the exporter (usually 15% of the financed portion—the portion remaining after the buyer's cash payment). The financed portion must be evidenced in a note (conforming substantially to note forms available from FCIA) issued and delivered to the exporter by the buyer.

With an approved medium-term FCIA policy, an exporter may decide to either finance the transaction himself or to use the policy (the proceeds of which are assignable) to secure financing from a bank or some other financial institution. Since the purpose of the insurance often is to obtain additional bank credit, an exporter who has not sold on credit or is seeking to enlarge his credit sales may wish to consult his bank at the outset, when he first applies for FCIA insurance, rather than wait until the policy has been approved.

In financing a transaction a commercial bank will often purchase the insured portion of the note without recourse on the exporter. The exporter may be required, however, to hold the bank harmless for those risks not covered by the insurance policy—for example, a loss resulting from the buyer's unwillingness to accept the goods.

Although most exporters using medium-term insurance take out comprehensive policies covering both commercial and political risks, as in short-term insurance, an exporter may elect to obtain coverage on political risks alone. If he so chooses, 85% of the financed portion of the shipment is covered against political risks, most important of which is the transfer risk—the risk that local

currency deposited by the buyer cannot be transferred into dollars and remitted to the United States for the exporter's account.

Other political risks include war, revolution, expropriation and other governmental actions entirely beyond the control of either the exporter or the foreign buyer.

Other features

The accompanying chart indicates other salient features of medium-term insurance. Points worth special emphasis are:

- Each sales contract is the basis for a separate policy and is quoted for separately.
- Premium rates vary with the repayment period and country of sale.
- Interest rates on notes are negotiated by the buyer and the exporter. FCIA does not limit the interest charged the importer but will issue payment only for such part as does not exceed 6%.
- Coverage on the basic policy starts from date of shipment, but insurance may be obtained to cover the period of manufacture (pre-shipment coverage) by an endorsement and payment of an additional premium.
- The policy does not apply to any loss with respect to which a dispute exists between the insured and the buyer until the loss is determined to be a valid and legally enforceable indebtedness of the buyer or until the dispute is otherwise settled to the satisfaction of FCIA.
- Although Eximbank may be reinsuring part of the risk, FCIA has the authority to write insurance on certain types of transactions up to $300,000 to the better markets without prior consultation with Eximbank. On larger transactions and on those to the more risky markets, it must obtain Eximbank approval.
- If the private buyer abroad has adequate financial responsibility and integrity, usually no local guarantor is necessary; otherwise, a guarantee may be required of a local bank or acceptable commercial firm. Public buyers generally must arrange Central Bank or Ministry of Finance guarantees.

Medium-term guarantees

For medium-term transactions, an exporter alternatively may obtain assistance for his credit sales abroad through guarantees issued by Eximbank to commercial banks. This Eximbank program serves the same basic purpose as FCIA medium-term insurance and in general its cost to the exporter is about the same. Its approach, however, is different.

In the FCIA programs an exporter obtains the insurance and follows through with the necessary paper work. If he desires financing, he assigns the proceeds of the insurance policy to his bank. In the guarantee program, the commercial bank is the prime mover seeking a guarantee for a credit it is willing to extend for an exporter. The commercial bank is responsible for satisfying itself regarding the soundness of the transaction, making the necessary credit judgment, preparing and submitting the application for the Eximbank guarantee and following through with the necessary paper work.

As the commercial bank carries part of the risk under such a guarantee, some banks which are relatively inexperienced in foreign trade transactions may not be willing or able to handle Eximbank guarantees. Also, a bank's outstanding commitments and judgment of the risks involved are factors in its decision to take on additional guarantee business.

FCIA

The Foreign Credit Insurance Association is an unincorporated group of private insurance companies, operating in partnership with the Export-Import Bank of Washington.

Its offices are in New York. Like any other insurance company, it receives, investigates and approves or rejects applications for policies.

In the past year some 60 commercial banks or financial institutions—including most of the large banks with experienced international departments in major commercial cities—participated in this program. In all, export shipments valued at about $272 million were guaranteed under this program in FY 1964. The facilities of these banks may be available to exporters in other locations as well, since many of them have correspondent relationships with banks which are distant from the major commercial centers.

Sizable transactions

Although the Eximbank guarantee program is by no means confined to large transactions, many of these guarantees cover sizable transactions. Some commercial banks prefer not to request Eximbank guarantees for the small medium-term transactions, recommending insurance coverage instead. On the other hand, banks familiar with the guarantee program and willing to take the additional risk, often prefer guarantees to insurance for many transactions, particularly since the collateral advantages to the bank are greater than when it is assigned an FCIA policy.

Under the guarantee program the commercial bank is required to provide financing to the exporter usually for 85% of the credit on a nonrecourse basis. The bank takes the commercial risk on the early maturities for its own account and Eximbank guarantees the commercial risk on the later maturities. Eximbank guarantees against political risks for the entire term of the loan.

As under FCIA insurance, the buyer provides a cash payment—generally 20% of the invoice value—and the exporter retains at least 15% of the remainder, that is, the portion to be financed. The remaining portion of the invoice value is financed by the commercial bank, with Eximbank guaranteeing to the bank payments of principal and interest on the export paper. Eximbank guarantees are limited to 85% of the financed portion together with interest up to 6% on outstanding balances.

The exporter deals only with the commercial bank, leaving the negotiations with Eximbank to the commercial bank. In many instances—where the transaction conforms with the normal trade pattern for the equipment, the exporter is a regular customer of the bank, the market is fairly good, and the buyer's creditworthiness is satisfactory—the commercial bank can quickly approve a transaction, usually within a few days. This is particularly true now that the commercial banks participating with Eximbank in this program have the discretionary authority to approve—without prior consultation with Eximbank—certain transactions up to $500,000 for the better world markets.

As with FCIA insurance, Eximbank guarantees may be for sales for which orders have been obtained or are being negotiated, or they may be provided for advance commitments to meet bid invitations. Also, guarantees may cover a revolving line of credit instead of the usual single transaction; this is particularly useful for exporters making regular shipments to agents or representatives. Local bank guarantees are not generally necessary but if the buyer is "weak" they may be required.

Programs stimulate exports

Assistance under these insurance and guarantee programs is part of the Government's overall effort to increase exports. Through use of these facilities the exporter is provided with a climate of greater security. This enables him to expand his business by offering greater amounts of credit to his present customers, by taking on new buyers and by breaking into new markets.

As the U.S. insurance and guarantee system continues to grow, new improvements can be expected. Efforts will be made to keep costs low, consistent with sound, self-sustaining operations.

U.S. EXPORT CREDIT INSURANCE

(Prepared in the Bureau

Program	Short-term Insurance (up to 180 days) [1]	
	Comprehensive (Political and Commercial) Coverage	**Political Coverage Alone**
Purpose	To enable exporters to extend credit to buyers in friendly foreign countries by covering most of their risks through insurance, and enhancement thereby of their potential capacity to borrow from banks and other financial institutions.	To enable exporters to extend credit to buyers in friendly foreign countries by covering most of the political risks through insurance, and enhancement thereby of their potential capacity to borrow from banks and other financial institutions.
Risks Covered [3]	(1) Commercial risks, i.e. insolvency and protracted default, and (2) political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.	Political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.
Types of Goods and Services [5]	U.S. produced goods, generally consumer goods, sold abroad for dollars.	U.S. produced goods, generally consumer goods, sold abroad for dollars.
Basis of Coverage	Whole turnover (all eligible exports) or reasonable spread of risks.	Whole turnover (all eligible exports) or reasonable spread of risks.
Amount of Coverage	85% of losses due to commercial risks; 95% for political risks. Policy subject to overall limit of liability and also to maximum amount of credit outstanding to each buyer.	90% of losses due to insured causes. Policy subject to overall limit of liability and also to maximum amount of coverage in certain countries.
Nature of Obligation	Any of usual instruments used for short-term credit transactions (letters of credit, drafts), or open account arrangements.	Any of usual instruments used for short-term credit transactions (letters of credit, drafts), or open account arrangements.
Cash Payment Requirements	None	None
Repayment Period	Credit terms customary for the goods in international trade for up to 180 days.[1]	Credit terms customary for the goods in international trade for up to 180 days.[1]
Determination of Credit-worthiness	Exporter shipping against discretionary limit specified in each policy must have in his files at least two satisfactory current credit reports from reliable sources. FCIA, at request of exporter, may arrange a special limit for a buyer in excess of discretionary limit upon presentation of acceptable credit information	None
Availability of Preshipment Coverage [7]	Yes	Yes
Availability of Advance Commitment	Generally not applicable.	Generally not applicable.
Cost [9]	Variable, according to destination and terms of payment. Costs normally vary from 0.09% to 2.48% of gross invoice value.[10]	Variable, according to destination and terms of payment. Costs normally vary from 0.08% to 1.64% of gross invoice value.[10]
Who Applies	Exporter	Exporter
Where to Apply	Through local insurance agent, broker, FCIA member company, or to FCIA itself.	Through local insurance agent, broker, FCIA member company, or to FCIA itself.
Administering Agency	Foreign Credit Insurance Association (FCIA) 250 Broadway, New York, N. Y. 10007	Foreign Credit Insurance Association (FCIA) 250 Broadway, New York, N. Y. 10007

Note: The requirements and conditions of the programs as outlined above apply in typical situations but may vary depending upon country of destination.

[1] In special circumstances, insurance will be provided up to 1 year under short-term policies.

[2] For large jet aircraft, 7 years.

[3] Neither insurance nor guarantees provide coverage when buyer refuses to accept goods, when a dispute arises between buyer and seller, or when exporter fails to live up to his contractual obligations.

[4] Early maturities are defined as first half of the installments of a 1 to 3 year credit or the first 18 months of a 3 to 5 year credit (excluding the 15% retained by the exporter). The later maturities include the remaining installments.

[5] Eximbank guarantees (comprehensive or political) are available to U.S. suppliers for certain services (including architectural and design, engineering studies and economic surveys). Eximbank guarantees are available to U.S. suppliers for lease of equipment overseas, for goods abroad on consignment awaiting sale, and for goods abroad on exhibit at trade fairs, etc. FCIA policies may also be endorsed to cover consignments and sales from consigned stocks.

AND GUARANTEE PROGRAMS

of International Commerce)

Medium-term Insurance (181 days to 5 years) [2]		Medium-term Guarantees to Commercial Banks
Comprehensive (Political and Commercial) Coverage	**Political Coverage Alone**	(181 days to 5 years) [2]
To enable exporters to extend credit to buyers in friendly foreign countries by covering most of their risks through insurance, and enhancement thereby of their potential capacity to borrow from banks and other financial institutions.	To enable exporters to extend credit to buyers in friendly foreign countries by covering most of the political risks through insurance, and enhancement thereby of their potential capacity to borrow from banks and other financial institutions.	To encourage banks to increase their nonrecourse financing to exporters. Also designed to facilitate the sale of export paper by commercial banks to other financial institutions.
(1) Commercial risks, i.e. insolvency and protracted default, and (2) political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.	Political risks, i.e. currency inconvertibility, cancellation or restriction of import or export license, expropriation or confiscation, loss due to war, revolution or civil disturbance.	Eximbank guarantees political risks for early maturities and both commercial and political risks for later maturities. Commercial bank assumes credit risk on early maturities.[4] Definition of commercial and political risks are same as given in other columns for insurance programs.
U.S. produced goods, generally equipment and other durables.[6]	U.S. produced goods, generally equipment and other durables.[6]	U.S. produced goods, generally equipment and other durables.[6]
Case-by-case or revolving credit (repetitive sales) for one exporter to one buyer, reasonable spread of risks or whole turnover.	Case-by-case or revolving credit (repetitive sales) for one exporter to one buyer, reasonable spread of risks or whole turnover.	Case-by-case or a revolving credit (repetitive sales) for one exporter to one buyer.
85% of losses due to either commercial or political risks.	85% of losses due to insured causes.	See "Risks Covered" entry above. Transactions guaranteed are required to be without recourse to the exporter except for exporter's participation, normally 15% of financed portion.
The financed portion of each such transaction must be evidenced by a negotiable promissory note or series of notes in a form prescribed by FCIA, payable in U.S. dollars, in the United States.	The financed portion of each such transaction must be evidenced by a negotiable promissory note or series of notes in a form prescribed by FCIA, payable in U.S. dollars, in the United States.	The financed portion of each such transaction must be evidenced by a negotiable promissory note or series of notes in a form prescribed by Eximbank, payable in U.S. dollars, in the United States.
Foreign buyer provides 20% cash payment, exceptionally 10%. (Thus, financed portion normally 80% of contract price.)	Foreign buyer provides 20% cash payment, exceptionally 10%. (Thus, financed portion normally 80% of contract price.)	Foreign buyer provides 20% cash payment, exceptionally 10%. (Thus, financed portion normally 80% of contract price.)
Credit terms customary for the goods in international trade up to 5 years.[3]	Credit terms customary for the goods in international trade up to 5 years.[3]	Credit terms customary for the goods in international trade up to 5 years.[3]
Exporter provides complete description of transaction(s) and credit information relative to buyer(s) and proposed guarantor(s).	None	Eximbank relies generally on credit judgment of commercial bank up to an established limit. Above that figure the commercial bank should supply Eximbank sufficient information to permit a judgment of the credit risks.
Yes, primarily for specially fabricated products, granted on merits of case.	Yes, primarily for specially fabricated products, granted on merits of case.	Yes, to exporters, at the request of banks, applying for comprehensive guarantee of transaction primarily for specially fabricated products, granted on merits of case.
Yes	Yes	Yes [8]
Variable, according to destination and terms of payment. Costs normally vary from 0.46% to 8.82% of financed portion.[9]	Variable, according to destination and terms of payment. Costs normally vary from 0.35% to 6.62% of financed portion.[9]	Variable, according to destination and terms of payment. Fees are roughly comparable to the insurance premiums under FCIA medium-term comprehensive policies. Charges notified only to banks.
Exporter	Exporter	Commercial bank or other financial institution.
Through local insurance agent, broker, FCIA member company, or to FCIA itself.	Through local insurance agent, broker, FCIA member company, or to FCIA itself.	Exporter applies to his commercial bank which deals with Export-Import Bank.
Foreign Credit Insurance Association (FCIA) 250 Broadway, New York, N. Y. 10007	Foreign Credit Insurance Association (FCIA) 250 Broadway, New York, N. Y. 10007	Export-Import Bank Washington, D. C. 20571

[6] In addition, agricultural commodities may be handled on a case-by-case basis under medium-term program. Repayment period for agricultural commodities normally limited to 1 year.

[7] Preshipment coverage is provided for in both insurance and guarantee programs. Basic coverage provides protection from time of shipment, whereas with preshipment contract coverage, protection is also provided while product is being manufactured.

[8] In addition to the normal advance commitment for medium-term guarantees, Eximbank will give to commercial bank, prior to submission of a formal application, an advance political risk advice on a particular country, good for 90 days.

[9] Cost to exporter.

[10] These rates are not to be construed as annual interest but are in fact flat rates applying to the full term of the insurance. Charges for pershipment coverage and advance commitments are in addition to the costs outlined above. These rates, which were in effect as of December 1964, are subject to change.

U.S. firm sends Kennedy coins to Mexican workers

New Holland president honored in Yucatan for "significant contribution" to sisal fiber industry

MUTUAL ADMIRATION stretches from Pennsylvania to Yucatán as Governor Luis Torres Mesias, Yucatán, pins the Award of Merit on New Holland President George C. Delp. Workers received Kennedy coins.

A U.S. firm in Lancaster, Pa., and two cordage mill unions in Merida, Mexico in two recent unusual but friendly actions have expressed their mutual admiration for the other.

Merida, calling itself the "twine capital of the world," honored George C. Delp, president of the New Holland Machine Co. of Lancaster in November by awarding him the Medal of Merit. This is an honor presented annually by the Cordemax firm of Mexico, to a person who has made a significant contribution to the progress of sisal fiber and the cordage industry in Yucatan. The industry involves more than half the population of this Mexican state.

Receive tribute

Delp and Charles O'Connor, product manager for New Holland, were guests of honor at a luncheon where two cordage mill unions paid tribute to New Holland Machine for pioneering production of an automatic hay baler. The machine has greatly increased the use of Mexican baler twine.

Leaders of both unions presented Delp with engraved certificates of gratitude. Delp was given a standing ovation by the workers when he said that New Holland in turn was grateful for their fine workmanship.

"You are making a wonderful product that is as good as or better than any twine made," he said.

The warm relationship between the men of the two countries was solemnized when union leader Jose Lopez Abad paid tribute to the late President Kennedy and called for a moment of silence in his memory. Shirt-sleeved factory workers stood at silent attention.

After his return to the United States, Delp and other officials of the New Holland division of the Sperry Rand Corporation decided to send a special Christmas card to each worker in the 29 sisal fiber mills in Yucatan. Because of the admiration the Mexican workers had demonstrated for the late President Kennedy, each card contained a Kennedy half-dollar, as well as the good wishes of the Sperry Rand Corporation.

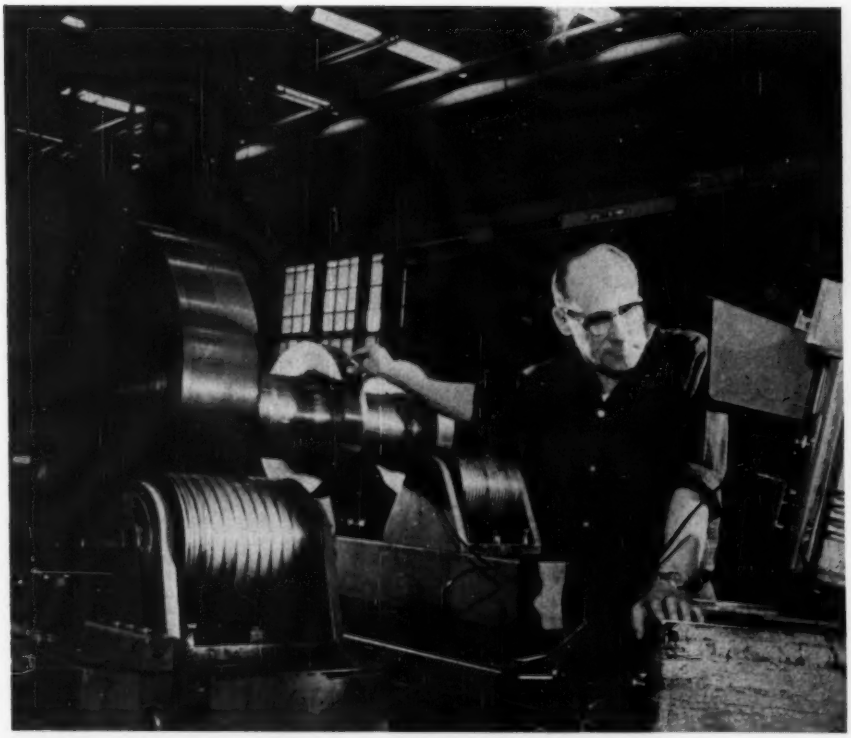
Several Philadelphia banks cooperated in this international good will effort by providing some 4000 newly minted coins for the event.

The New Holland company is a major buyer of twine for use in the automatic hay balers they manufacture. Yucatan derives a major portion of its livelihood from the production of sisal fiber.

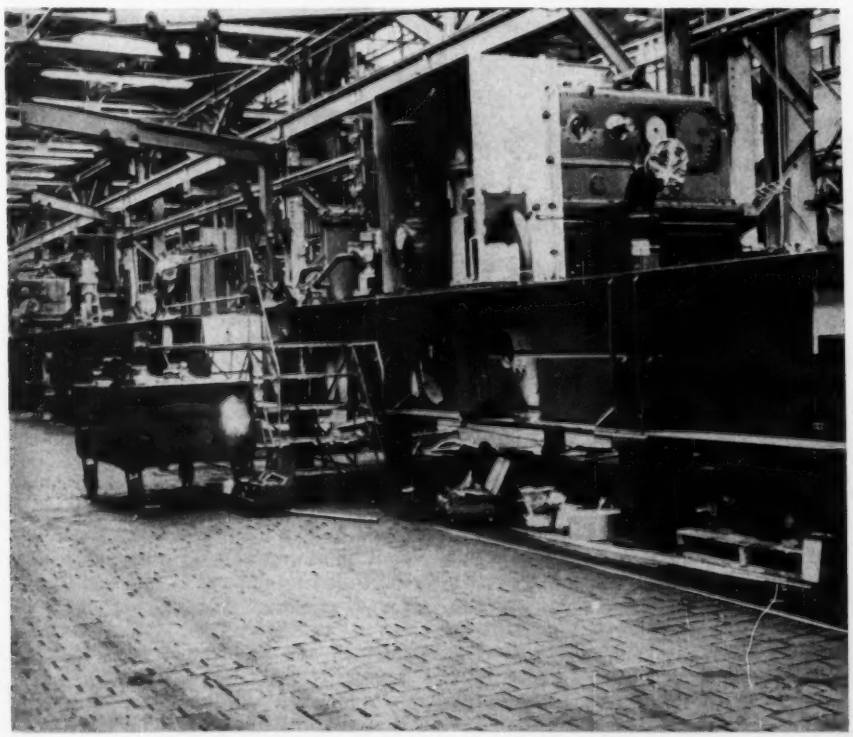
The company was one of 116 American firms that participated in a Department of Commerce sponsored Trade Fair in Mexico City in 1963. The firm has also received the President's "E" award for its outstanding export program.

New Holland began direct marketing of their product lines in Mexico in 1947. Distribution is through a factory representative and distributors in all Mexican states.

CHRISTMAS CARDS containing newly minted Kennedy half-dollars are handed out to workers in Yucatan, Mexico, twine factory. The gift was a present from a Pennsylvania firm in an unusual good-will gesture.



MASSIVE JOB, MINUTE DETAILS keep IGE technicians hopping as the firm works on gas-turbine power-plant orders from customers like TAIPOWER, Taiwan. Wheels and shafts are tested (above) for sub-surface material defects at GE facility in Schenectady, N.Y. As turbines (below) move from one end of factory to the other, many intricate operations are performed, some to tolerances of .0003 of an inch.



Maneuvers started for IGE sea-land Taiwan delivery

LST's to be used in filling order for generating equipment

An amphibious landing operation, U.S. Marine-style, is being undertaken by the IGE Export Division of General Electric.

A possible power shortage facing Taiwan has lent urgency to the filling of an order placed with IGE by the Taiwan Power Co. (TAIPOWER) of Taipei, and LST's (Landing Ships, Tanks) are being called into play to get the job done.

The American firm will install a new "power block" gas turbine generating station in Taiwan. Railroad and highway limitations will make it necessary to transfer the equipment at the entry port to LST's for a landing several miles from the final destination. The rest of the journey for the approximately $4¼ million worth of equipment will be via unrestricted highway to the plant site.

Rapid expansion

Power demands arising from Taiwan's rapid industrial expansion led the Central Trust of China, on behalf of TAIPOWER, to award the contract to IGE on a short-shipment basis.

Involved in the massive operation will be four 14,000-kilowatt gas turbine package units integrated into one plant with one central control package which can be operated locally or remotely. The installation, representing a new concept in electric power generation, is scheduled to go into service by June 1965. It will feed electric power into the high-voltage transmission system which covers the length and breadth of the island.

IGE will supply over-all engineering services for the completely engineered package. General Electric Technical Services Co. (GETSCO), a subsidiary of General Electric (U.S.A.), will provide technical guidance required at the plant site in Taiwan during installation of the equipment.

Painstaking process

Precise operations in the manufacture of the four package-power plants are being carried out at General Electric headquarters in Schenectady, N.Y. Requirements at some stages call for measurements down to one-third the thickness of the cellophane on a pack of cigarettes.

University slates trade management, shipping seminar

Feb. 22-26 Institute is 18th in American University series

"Improving Business and Profits for U.S. Shipping" will be the theme of the 18th Ocean Shipping and Foreign Trade Management Institute, Feb. 22-26 in Washington and Baltimore.

Subjects of the five-day seminar, sponsored by American University's School of Business Administration, will include maritime labor-management relations, rate-making, sales techniques and potentials, foreign-trade finance, military operations and expeditious port shipments. The institute will also examine operational improvements through innovation and new techniques to improve management in the maritime industry.

Participants

Institute speakers will include: Milton C. Mapes, special assistant, National Export Expansion Coordinator; William Jordan, vice-president, Seafarer's International Union; Rear Admiral Ralph K. James, USN (Ret.), executive director, Committee of American Steamship Lines; Dr. Daniel Mater, director, Office of Transport Economics, Federal Maritime Commission; William H. Lewis, deputy director for planning and engineering, Board of Commissioners, Port of New Orleans; and Michael M. Mora, general manager, Norfolk Port and Industrial Authority.

Sessions will be held at the Roger Smith Hotel in downtown Washington on Feb. 22, 23, 24, and 26 and in Baltimore, Md., under Maryland Port Authority auspices on Feb. 25. A tour of Baltimore harbor facilities will highlight the Feb. 25 meeting.

Write: Director, Transportation Program, American University, 1901 F Street N.W., Washington, D.C., 20006.

Southern California group elects officers for 1965

The Export Managers Association (EMA) of Southern California has elected Charles Nevil of Meridian Enterprises its president for 1965. Olaf Malmsten of Transpacific Equipment—former EMA president—becomes chairman of the advisory committee.

Other new officers are Burton Taylor of J. Taylor International, elected to his second term as secretary; Franc Mayer of Gateway International, elected vice-president after serving as treasurer last year; and Joel Goldman of Commerce International, treasurer.

EMA's member firms ship hundreds of thousands of tons of local products worldwide every year. Entering its second year, the group holds monthly meetings at Los Angeles' Biltmore Hotel.

Global commerce to be explored at NYU institute

"Selling Your Products Abroad," a seminar offered by the Management Institute of New York University's Division of General Education, will start its 12 weekly sessions on Tuesday, Feb. 9.

The seminar will cover such topics as the Common Market and the business, political, and economic climates in Europe, the Far East, Latin America, and Africa.

Under the direction of Conrad K. Osterman, former acting manager of the New York field office of the U.S. Department of Commerce, the seminar will call upon guest lecturers in international sales, marketing, and management.

Speakers will include Edward J. Hoyt, Fenchurch Corporation; Lawrence D. Seymour, L. D. Seymour & Co.; Al N. Seares, president, Affiliates in Management Services, Inc.; Kurt J. Altschul, international coordinator, Sales and Marketing Executives International; William E. McGraw, vice president, Morgan Guaranty Trust Co.; Lawrence A. Renahan, vice president in charge of traffic, Southern Star Shipping Co.; A. Richard Kasdan of Coudert Brothers; and Fred D. Lehn, general manager, International Executives Association, Inc.

Write: Management Institute, New York University, 1 Washington Square North, New York, N.Y., 10003. **Telephone:** SPring 7-2000, extension 8008.

Chicago talks up world trade, March 1-2

To seek answers to world trade questions

"International Trade Through Private Enterprise" will be the theme on March 1 and 2 as the 28th Chicago World Trade Conference takes place in the city's La Salle Hotel under joint sponsorship of the Chicago Association of Commerce and Industry and the International Trade Club of Chicago.

The world trade executives attending the conference will address themselves to the basic question, Are you getting your share of expanding international business?

Luncheon and dinner meetings, business and workshop sessions will be devoted to current problems in export, import and international operations, including: global marketing of industrial and consumer products, financing of international trade and operations, overseas manufacturing, licensing and joint ventures, taxation and legal aspects, small-business penetration of international markets, and import and customs problems.

Workshops will be held according to the following schedule:

Monday, March 1, 2:15 p.m.—International Marketing of Industrial Products; International Marketing of Consumer Products; Financing of International Trade Operations; and Import and Customs Problems.

Tuesday, March 2, 2:15 p.m.—Overseas Manufacturing, Joint Ventures and Licensing; Taxation and Legal Aspects of Overseas Trade and Investment; and Penetration of International Markets by Small Business.

Write: Chicago World Trade Conference, 30 West Monroe St., Chicago, Ill., 60603.

Cleveland groups to review commodity classifications

The complete overhaul of the Schedule B commodity classification and the change in export control regulations by the U.S. Department of Commerce will be the subject of meetings Jan. 21 at the Mid-Day Club, Cleveland, Ohio.

At the luncheon meeting of the Cleveland World Trade Association, two Washington speakers will explain major changes of special interest to the international trade community. They are: John R. Collins, director of the Scientific & Electronic Equipment Division, Office of Export Control, U.S. Dept. of Commerce, and Martin McMahon, assistant chief of the Shipping & Air Statistics Branch, Census Bureau.

Collins and McMahon will also speak to a group of foreign freight forwarders.

VISITORS to Tokyo Trade Center wrapping and packaging machinery show take a look at equipment displayed by Mead Packaging Co. of Atlanta, Ga.

Packaging company has profitable time at Center in Tokyo

The Mead Packaging Co., a division of the Mead Corp. of Atlanta, Ga., enjoyed nine profitable days during the Wrapping and Packaging Machinery Show last November in the Tokyo Trade Center.

Agents of the company displayed their machines to 6,231 registered visitors, 70% of whom were manufacturers or users of packaging equipment.

The firm manufactures "cluster pack" cartoning machines using a special patented locking device which locks together the bottom of a six-pack bottle carton into a firm surface. No sealing agent is used.

Mead also produces a carton opener which opens pre-folded cartons so bottles can be inserted.

The company leases its machines for three years or more and provides all the cartons used in the "cluster pack" unit.

During the show, Mead received many serious business inquiries about their machines. The firm also concluded leasing arrangements for several carton-opening machines and 900 bottle-per-minute cartoning machines.

The Mead display was visited by every major bottler in Japan, according to the U.S. Embassy in Tokyo, and many of them returned for second and third looks.

Mead representative R. Olvey, on the sixth day of the show, said: "We have sold (leased) more machines in this show than we ever have in a show in the States. It is unusual for us to do this much business right on the floor of a show."

Interzum fair to take place in Cologne

The biennial International Fair of Suppliers to the Furniture, Upholstery and Wood Processing Industries (INTERZUM) will be held in Cologne, June 24-27.

The Commerce Department's Bureau of International Commerce will maintain a business information center to promote U.S. industry.

Companies interested in promoting their products may send business proposals which will be forwarded to the center at the fair. There they will be discussed by U.S. commercial officers with visiting businessmen.

The 1963 exhibition attracted 444 individual exhibitors and 22,000 buyers from 42 countries.

The acute shortage of skilled craftsmen in Germany accentuates the problem of furniture production. Today, the German manufacturer is avidly seeking new and improved methods of mass production in the furniture as well as other hand-operated industries.

The experience of American manufacturers in furniture and allied lines has had the benefit of new materials and methods not completely exposed to the German market. Not only are American production standards desired, but the material for new designs and styles with

ultra-modern appeal is capturing the imagination of many European markets. This fair is one of the few available to the market and serves many areas other than Germany.

Procedure

To submit a business proposal, firms are requested to provide answers (in triplicate) to the following questions before May 1 to the Bureau of International Commerce, Washington, D.C. 20230.

► Do you presently have an agent, distributor and/or branch office in the country involved? Note: The Department of Commerce will not seek a substitute for an established agent, distributor or representative.

► What product or service do you wish to sell or offer?

► Are you seeking an agent or a distributor or do you wish to sell directly to the end user?

► Do you wish to make a direct investment, a joint venture or offer a licensing arrangement? If so, briefly describe the product of interest and the type of arrangement sought.

► What type of firm is best qualified to transact your business?

Require summary

Firms are also asked to submit:

► A concise summary of the business proposal in 35 words or less.

► A recent copy of one of the following statements of commercial standing (if you have filed within the past year, indicate date only).

► Department of Commerce Form IA-57 (available from your local Department of Commerce Field Office).

► A current mercantile agency report.

► A current bank report.

Pamphlets, brochures or other printed matter up to 50 single sheets in support of each business proposal in order to provide detailed information such as weights and cubes and c.i.f. prices.

Separate business proposals must be submitted for each product category. Combination export managers and agents wishing to submit for several client firms which they represent must submit a separate proposal for each.

Iraq's import program

The Iraqi Director General of Imports and Exports, Ministry of Economics has announced that the 1965 import program calls for imports to remain at the approximate 1964 level of $392 million. Importation of necessary consumer goods also would be permitted but the policy of restricting the importation of luxury goods would remain in force.

Life ticks on 24 jewels in land of Alp and yodel

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

ZURICH—The Swiss in this twinkling town on the rocky beaches of a silvery lake, sunk deep in mountain shadows, export everything but the Alps and a yodel's echo.

The Swiss love everybody. They have not had a war for 150 years. If one leaves out San Marino, this land is the oldest republic in the world. Things are ticking like a 24-jewel Patek Phillippe.

There are no civil rights disputes, no general strikes, no political or financial troubles, no housing problem, no oil or minerals that other nations envy, and no navy. In Lugano, the Hotel Palace informs guests that Switzerland is the only civilized country not to bother women with politics—so there are no votes for Swiss ladies.

Because the presidency of Switzerland rotates each year among members of the Federal Council (cabinet), many men do not know the name of the chief of state at the moment.

Walk down Bahnhofstrasse and, in store windows, products from around the world vie with ticking clocks and silent sliver watches encased in gold, silver and steel. Swank stores are tucked between austere stone bank buildings of an architectural design envied by penal institutions and the engineer who made the blueprints for Washington cabinet offices.

There are delicacies from behind the Curtain. Havana cigars are as common as chocolate. There are modern displays at every turn—motor cars, machinery, perfumes, fashions that range from newest winter sportswear to inaugural gowns.

Swiss bankers are as alike as pancakes and, in comparison, the rest of the world communities are accident-prone parachutists. The Swiss trade money and goods with the monotony of assembly lines, and probably would quote an exchange price on a Roman denarius. The Swiss are as international as a motion picture actress.

This day, Lake Zurich glistened its party best. Frosty wavelets smacked against each other on a crisp winter morning warmed by sunshine.

On the third floor of the U.S. Consulate (the much smaller Embassy is at Berne, where at least one U.S. ambassador has delightedly observed that with traffic and entertaining in Zurich, he could at least afford his post) seven men were met with commercial attaché Rene Lutz.

"United States firms are moving out of Switzerland," one American declared, "But not out of Europe. U.S. taxes on overseas subsidiaries and personnel had confused many companies. If the government desires to boost foreign trade, give us time to become established before changing rules.

"There is unrest among Americans here, a nervousness over tax exemptions. A few promoters come abroad and recklessly dodge taxes by a few months' residence somewhere and real businessmen are hurt in the sweep. If we have a subsidiary in Switzerland, we have a Swiss company. It is enough that we live here with Swiss laws and taxes. When dividends are returned, the United States should then tax."

Switzerland is a European crossroad served by 24 airlines—but Zurich has only six airport gates to handle traffic. Change planes and a traveller is cramped, lacking in information, waiting in sticky heat when a thousand people jam a waiting room, while the loudspeaker with ringing bells keeps passengers tense with terse announcements.

Then go into town, or out of it to the resorts nearby. You are in holiday-land and, before you know it—even if you're quick of eye and sharp of ear—the banks disappear. Secret numbered accounts, which were so much discussed enroute, are yesterday's worry. This is our last stop. We have visited 20 cities in 14 countries in 26 days. And this is the weak that was.

CANADA IN '65

More growth, but slower

'Reasonably' to 'very' good outlook expected to bring 4-6% GNP rise

The annual forecasting season reveals a Canadian consensus that the country's economy is likely to continue growing this year, although at a somewhat reduced rate. A further rise in the gross national product of between 4 and 6% is predicted, compared with the 7-8% rise which the 12-month figures are expected to show for 1964.

In general terms, the outlook is characterized as "reasonably" to "very" good with the possibility that rising costs and lower profits may affect the trend later in the year. Dividend payments for 1964 are expected to set a new record.

Hopes of reducing the income tax rate, which would improve the competitive position, are being entertained for the new Federal budget due in the Spring.

In contrast to last year's deficit, the revenue position has currently developed a considerable surplus but officials say it is too early to assess the fiscal position. The depreciation allowances already available for capital equipment, however, may be influencing the increased scale of business investment. Large new projects are numerous and more are constantly being announced, particularly in production.

A further large rise in capital outlays is expected in 1965. Among other items, construction of the Montreal 1967 World Exposition ("Expo") will assure activity.

Economic activity has held at a very high level, but the unevenness in the automotive industry may have blunted the possibility that last-quarter industrial output will see another new high comparable to that of first quarter 1964. A shortage of parts resulting from auto strikes in the U.S. shut down some Canadian plants briefly in October and November.

Subsequently, General Motors' production was again shut down in early December by Canadian labor's demand for new contracts calling for the U.S. basis of settlement plus wage parity.

While dampening to 1964 returns, this development pushes production prospects forward into 1965. Automotive demand is still very large, as indicated by Ford's recent announcement that it will add a $25 million truck assembly plant to the Oakville, Ontario, plant.

U.K. surcharge

Canada's booming exports received a potential check when the United Kingdom imposed its temporary 15% tariff surcharge on imports other than food, tobacco and raw materials. The excepted categories are significant items in Canada's trade and the surcharge's impact will be less for her than for other industrialized countries.

However, the United Kingdom is Canada's second largest customer and 23% of the $1 billion export business to the U.K. in 1963 consisted of items which are affected, chiefly newsprint paper, fabricated aluminum, plywood, and plastics. Several manufactures with smaller individual export volume which have been making strong growth over the past year, were also affected by the United Kingdom's November action.

Another development affecting exports was the announcement of a $10 per ton reduction in the contract price for newsprint from Canada's British Columbia mills. Because of newsprint's importance among Canadian exports and the fact that the resources industries have often been a bellwether of business climate, the offered price reduction attracted wide attention. However, its effect has been limited because the Eastern mills, which produce the bulk of exports, have not concurred. These latter have increased some pulp prices.

Bank rate higher

No important capital outflow was expected to result from the November increase in the British and U.S. bank rates, but the Bank of Canada's rate was raised from 4 to 4¼% "to eliminate uncertainty in financial markets." The Bank of Canada's rate applies only to infrequent advances to the chartered banks, but it is considered the leading indicator of credit policy.

The Finance Minister said upward

PULPWOOD MOUNTAINS grow ever bigger at the E. B. Eddy yards in Hull, Quebec. These enormous piles will eventually become newsprint, of which Canada is the world's leading supplier. Mills in British Columbia recently lowered newsprint prices, but the eastern mills haven't followed suit. (Malak, Ottawa)

LOOKING DOWN ON Imperial Oil's petrochemical unit at Sarnia, Ontario. Substantial increases in capital investments are expected to carry the Canadian economy to new highs in 1965. Provincial governments are offering special inducements to industrial investors. (National Film Board of Canada)

pressures on the Canadian dollar for some time preceding the change had been taken into account in making the ¼% rate change (compared with the ½% change in the United States). He said there would be no change in the pegged exchange rate of the Canadian dollar.

Canada's foreign exchange reserves were at a new peak of 2,712 million at the end of November, due to substantial Canadian borrowing in the United States combined with the effect of the year's phenomenally large export in reducing the balance of payment deficit. The reserve accumulation was expected to decline with year-end outflows of dividend and interest payments to non-residents as well as the closing of Great Lakes and St. Lawrence navigation, which normally reduces exports.

Unemployment rate falls

Despite some wage problems the general employment picture is the brightest since 1957, with greater numbers of the increased labor force employed. The volume of unemployment, which usually rises in November, was slightly lower at mid-month this year, representing 3.7% of the labor force compared with 4.5% a year earlier and 5.2% two years ago. All regions of Canada shared in the improvement.

The counter-seasonal strength in employment was due to increased manufacturing activity, but the winter construction housing bonus, plus public works and the activity in industrial and commercial building, were also expected to help maintain relatively stabilized conditions over the normally slack period until Spring.

The cumulative value of construction contracts awarded for the first 11 months of 1964 is reported by Maclean's Building Guide at 18% above the corresponding 1963 figure. Regional increases for Quebec and Ontario are especially high, although increases are general.

Record farm income

A record farm income of C$3,488 billion in 1964, up 10% from 1963's previous high, was reported in preliminary statistics. Crop production was down but the very large wheat export made more elevator space available for marketing. A record 594 million bushels of wheat were shipped out of the country in the crop year ended July 31.

Beef and pork production rose, with a two-way movement of feeder cattle with the U.S. illustrating the effect of price changes on cross-border trade.

Production of oil seeds was up 7%. Soybean oil is reportedly replacing marine oils in the manufacture of margarine and shortening.

Provincial policies

Provincial Governments' efforts to promote production resulted in several new developments during 1964. Among these, the new Saskatchewan Government, which replaced a 20-year-old Socialist administration, has modified some of that province's policies affecting mining industries, particularly petroleum, natural gas and potash, and has promised further changes aimed at creating a more favorable investment climate. The new regulations offer new or lengthened tax holidays, extension of preferred royalty treatment periods, and less restrictive measures governing selection and expansion of lease areas.

The Provincial Government of Quebec, in an effort to decentralize industry, has offered new manufacturing and processing businesses special tax concessions.

The General Investment Corporation, a mixed government and private enterprise, will build an assembly plant near Montreal, for production of Renault and Peugeot automobiles under license. Initial plans are for production of 8,000 cars per year for distribution in Canada and for export. The Federal Government has agreed to reduce duties on imports of parts over a 5-year period.

The General Investment Corporation also expects to organize a new company to build and operate a $250 million integrated steel mill complex with an annual capacity of a million tons. Construction is expected to take from 3 to 4 years. The site has not yet been announced although it is commonly believed to be Becancour, in the Sorel area.

Record numbers of foreign visitors flooded U.S. in '64

Total of almost a million pumped $375 million into U.S.

Nineteen-sixty-four was a record year for travel to the United States, according to the Department of Commerce's United States Travel Service.

By December 31, 1964, the end of the third year of the joint government-industry *Visit USA* program, just under one million business and pleasure visitors from overseas had arrived in the U.S., an increase of a quarter of a million over 1963. This represents a 31% increase over 1963 and a 92% jump since 1961, the year in which the Travel Service was gearing up for operation.

Based on an estimated average expenditure of $393 per visitor, over $375 million was pumped into the domestic economy by the 960,000 persons who traveled here from overseas for pleasure or business, $88 million more than was expended in 1963.

By the end of September, 1964, more visitors had come from overseas than in all of 1963 and in June the monthly figure exceeded 100,000 for the first time. July and August also saw more than 100,000 visitors.

Visitors from Mexico totaled about 310,000 for the year, up 20% over 1963, and 57% over 1961.

Of the countries where USTS offices are located, Germany showed the largest annual percentage increase, with approximately 77,000 arrivals, 40% more than last year.

Greatest numerical increase from overseas was from the United Kingdom, with a total of about 163,000 visitors for the year, a 30% increase.

TEST CHAMBERS, DEEP FREEZES

A German firm wants a license to produce material testing chambers, such as temperature, humidity and altitude chambers with and without vibration devices and remote controls, and deep freezers for industrial and research purposes. The company wishes to supplement its existing line with U.S. products.

Write: Ernst Voetsch, Kaelte- & Klimatechnik KG, 7462 Frommern/Wuertt., W. Germany.

Overseas affiliates buy almost one-fourth of all U.S. exports

About 40% of purchased goods need further processing; Canadian plants use highest proportion of U.S. imports

Foreign affiliates of U.S. firms imported at least $5 billion of U.S. goods in 1963 —nearly one quarter of all U.S. exports— according to new economic intelligence recently gathered by the U.S. Department of Commerce.

Recently-gathered data on the participation of foreign affiliates in U.S. merchandise trade help close one of the major gaps in balance of payments knowledge: the overall effects of the rapid expansion of U.S. industry into production and distribution facilities abroad.

The principal findings in the report not only show the amounts and kinds of U.S. exports reaching foreign markets through the affiliated foreign firms, but suggest the considerable impact of foreign investments on world production and trade:

- Foreign affiliates of U.S. companies in the manufacturing and extractive industries imported at least $5 billion of U.S. goods in 1963. This estimate is based on reports submitted by a sample of U.S. companies. Since all U.S. purchases by the foreign affiliates could not be identified by the parent companies who reported, the $5 billion figure does not represent their total imports from the U.S. But the reported total constituted about 23% of all U.S. exports in 1963.
- Of the $5 billion, foreign affiliates of U.S. manufacturing firms accounted for $4.4 billion of foreign purchases from the U.S. This includes $3.2 billion of purchases by manufacturing enterprises and $1.2 billion by distributing firms. Extractive industries accounted for the remaining $600 million. Total exports of comparable manufactured and semi-manufactured goods from the United States amounted to $13.3 billion.
- About 40% of exports to manufacturing affiliates abroad were materials, components or other manufactures for processing and assembly, and about 34% were manufactures resold with minimum further processing. The remainder was mainly capital equipment, items purchased directly by the foreign affiliates, and other items not identified by type.
- Exports (except capital goods) to manufacturing affiliates abroad appear to account for more than 9% of total sales by the affiliates, which amounted to over $31 billion in 1963. This ratio varied greatly among the product groups and areas of the world. For some product lines, such as processed food or paper and pulp, the use of U.S.-source goods was minimal, while for nonelectrical machinery the ratio of exports to sales reached 16%. Canadian plants used a relatively-high proportion of U.S. imports in their production activities, while for European affiliates the overall ratio was under 5%.
- It appears that while the growth in exports to foreign manufacturing affiliates has roughly kept pace with the growth in other U.S. manufacturing exports since 1959, these overall growth rates are lower than the rate of sales growth of the foreign plants.
- The direct reflection of the activities of foreign manufacturing affiliates in the balance of payments accounts is a sizable surplus. On the receipts side in 1963 are exports of $3.2 billion and remittances of income and royalties amounting to $1 billion; on the payments side are imports of $1.1 billion from the affiliates and net capital outflows of $700 million. This direct measure cannot represent the full effect of increased investment abroad, however, because it does not account for many indirect results.

For instance, a full measure would include evaluating the effect on the competitive position of U.S.-based industry resulting from the extension of U.S. industry abroad, compared with the loss of foreign markets that might result from increased competition by foreign firms not affiliated with U.S. parent companies.

These main features of the data are elaborated in some detail in the December issue of the *Survey of Current Business*, the official monthly periodical of the Office of Business Economics, U.S. Department of Commerce. It is available from field offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

Airmail rate cut

The airmail postage rate of *International Commerce* has been reduced from $25 to $22 per year, the Superintendent of Documents has announced. Businessmen in the United States who desire a rush delivery of the magazine so that they may take advantage of the hundreds of trade opportunities published in each issue, have the publication airmailed to them for approximately 42¢ per issue, or $1.83 per month additional.

This rate applies only in the United States. All correspondence regarding circulation should be addressed to: Superintendent of Documents, GPO, Washington, D.C. 20402.

AID-financed exports totaled $279 million thru November '64

46 states shared in commodity orders backed by loan funds

Foreign aid-financed commodity orders worth $279 million were filled by producers in 46 states in 1964, according to an Agency for International Development sampling.

Thirty-one states recorded more than $1 million each in value of AID-financed production during the first 11 months of the year, the summary shows. Leading states are Pennsylvania, Ohio, Maryland, Texas, New Jersey, Florida, Illinois, New York, Michigan and Alabama.

The total includes $29.4 million in production value added during November, with Pennsylvania, Florida, and Virginia indicated as top producers during the month.

The values represent purchases of materials and equipment by developing countries using credits provided by AID, primarily through development loans. Most procurement is directed to U.S. suppliers, and the sampling of local production is known to cover less than 40% of the full volume of AID-financed commodity exports from U.S. firms.

The sampling uses only letter-of-credit type transactions—limited further to amounts over $10,000 and goods directly traceable to states of production.

Chilean President hails new era of cooperation between Government, U.S. copper producers

Prompt action requested on Chilean Congressional approval for agreements between Government, U.S. copper companies in Chile; new investments expected to bolster productivity

According to Chilean President Eduardo Frei, Chile stands to become the world's largest producer of copper by 1970 as the result of agreements between his government and U.S. copper companies there.

He has requested prompt action on Chilean Congressional authorization for the agreements.

New investments of $420 million by the Anaconda, Kennecott and Cerro copper companies, the Chilean Government, and additional investments in medium and small companies are expected to boost total copper production from 617,000 metric tons (mostly blister, fire refined and electrolytic) to more than 1,200,000 metric tons annually, the President stated.

Refining capacity will jump from 275,000 metric tons to 700,000 metric tons annually—mostly electrolytic. According to the President's figures, Chile, by 1970, will receive an estimated $301 million annually in foreign exchange earnings from copper, compared with $186 million in 1963 (based on an average price for copper of 29 cents per pound). The Chilean Government and the companies will be intimately associated through joint participation in ownership and sales policy.

Production and refining

Contemplated increases in annual copper production by the three U.S. companies include (metric tons): Anaconda, 190,000; Cerro, 60,000; Kennecott, 90,000.

An additional increase of 65,000 metric tons is expected from the medium and small mines which would boost total production over the one million metric ton mark. President Frei announced that negotiations presently taking place with other firms and governments promise further increases in output by 1970.

The major increase in copper refining capacity is expected to come from Anaconda, whose production is expected to reach 450,000 metric tons annually—mostly electrolytic copper—according to the President. The new Chilean Government refinery at Las Ventanas will have an 80,000 metric ton capacity by 1966 which must be rapidly increased to 170,000 metric tons to handle increased output from Kennecott.

Counting the existing refinery capacity of Kennecott and the Mantos Blancos mine, Chile will become the world's third largest refiner of copper, with 700,000 metric tons annually—not including the output from the medium and smaller mines which will require even greater capacity. Their refining needs are now under study, and the means for handling their output will be announced later.

Closer association

Anaconda has also agreed to study the formation of a new national manufacturing industry in which it may associate itself for the purpose of exporting fabricated copper products. President Frei expects Chilean fabricated products to find their place in the world market on the basis of their quality, and not through subsidization or scarcity.

In accordance with President Frei's campaign aims of incorporating the copper mining industry into the Chilean economy, agreements were reached with the U.S. companies whereby they would invest capital and know-how while the Chilean State would become a partner through new specialized government organisms.

In the case of Anaconda and Cerro, Chile will receive 25% equity in the capital and administration of their Exotica and Rio Blanco deposits, respectively. The Exotica ore reserves are estimated at 153,000,000 metric tons, with production expected to be 100,000 metric tons annually.

The Chilean State also will have 49% equity participation in a new joint Government-Anaconda exploration company which will investigate both Anaconda and Chilean State properties. Operating companies, established as a result of these efforts, will entail one-third Chilean State equity participation.

President Frei stated that the most important development to emerge from the negotiations was the transformation of Kennecott's Braden Copper Company into a new enterprise to be called the El Teniente Mining Company. Kennecott will own 49% of the new firm, with the remainder passing into possession of the Chilean Copper Corporation, to be created for this purpose.

Financing terms

Chile will pay $80 million for its equity, the amount to be reinvested in increasing production at El Teniente, to be repaid at low interest over a period of 20 years. The new firm will seek another $120 million in further financing. New investments in the Anaconda and Cerro projects will total $135 million and $81 million, respectively.

As a consequence of the total $420 million investment, the country will receive an average of $40 million annually in the years 1965-69 for project costs. The benefits of these projects will not be felt fully in the Chilean economy until 1967 or 1968, but will eventually produce an increase in foreign exchange earnings of $115 million.

For its part, the Chilean Government will provide support and active participation in financing; establish a stable tax, profit and foreign exchange regime; provide a guarantee against discrimination against copper company investments; and give import duty exemptions for equipment required for the new projects.

A side effect of the new investment will be greatly increased molybdenite production and a stimulation of coal consumption and production—perhaps 200,000 metric tons annually through use of coal for increased electric power production by Anaconda, now under study.

Copper sales policy

Mechanisms have been established to insure close and continuing Chilean Government participation in the formulation of sales policy. President Frei stated that the national interest would be the prime

guideline for his government, but was careful to point out that the nature of the copper trade requires stability and permanence.

He declared that copper would be offered, under normal commercial considerations, to any country which needed it, with no considerations for ideological barriers—except those based on Chile's self-interest.

The Chilean Government is, under existing legislation, also specifically authorized to administer sales in the event of war emergencies or other extraordinary circumstances.

President Frei also stated that copper workers must be assured increased economic and social well-being, but must also assume appropriate responsibilities as a patriotic duty.

President Frei stated that he sought Congressional authorization in support of the above and continuing negotiations before Congress recesses in preparation for the March 1965 congressional election.

Taiwan permits certain station wagon imports

The Government of Taiwan has given special permission to travel services, tourist hotels, and taxi companies to import station wagons and large-sized sedans for tourist promotion.

Ordinarily the Government restricts the importation of automobiles to protect Taiwan's own automobile assembly plant.

A travel service may purchase one station wagon or sedan for every $30,000 worth of business it does; a tourist hotel may buy one for every 50 rooms; and taxi companies may replace old vehicles.

These cars must be imported before July 15. There are about 12 travel services doing business of $30,000 or more and about 15 tourist hotels with more than 50 rooms.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Iraq's import program

The Iraqi Director General of Imports and Exports, Ministry of Economics has announced that the 1965 import program calls for imports to remain at the approximate 1964 level of $392 million. Importation of necessary consumer goods also would be permitted but the policy of restricting the importation of luxury goods would remain in force.

Cuban officials lose U.S. export rights

Helped ship research equipment from Mexico City to Havana

Jose Luis Mussot, a commercial representative of the Cuban Embassy in Mexico City, and Yamil Amado Haron Kouri y Perez, also known as Yamil Kouri, an official of the Centro Nacional Cubano De Investigaciones Cientificas (Cuban National Center of Scientific Research), Havana, have been denied all U.S. export privileges for the life of the Export Control Law.

They participated in illegal export from Mexico City to Cuba of substantial quantities of U.S.-origin goods which were part of a $48,000 shipment of scientific research equipment.

The Commerce Department said that Mussot, a commission agent, could be freed of the sanctions after two years, if he severs his connection with the Cuban Embassy and otherwise demonstrates his fitness to deal in U.S.-origin commodities.

The order continues in effect denial of export privileges which were imposed against the respondents under a temporary suspension several months ago.

Action was taken against the pair by the Department's Bureau of International Commerce (BIC) in early 1964. Investigation showed that Kouri, who has been active in Mexico and other countries procuring supplies for Cuba, negotiated for the purchase of the equipment from the Mexican subsidiary of the U.S. supplier by representing that it was to be used in an educational institution in Mexico. Mussot then picked up the material and delivered it to the Cuban Embassy.

The sanctions, covering both commodities and technical data, bar the respondents from participating in export activities either directly or indirectly.

Malaysia embargoes ships with arms for Indonesia

The Malaysian Government has issued an order prohibiting all ships and aircraft carrying arms, ammunition, explosives and other military equipment destined for Indonesia from calling at Malaysian ports and airports.

The Government's statement gives as justification of this embargo the persistent Indonesian incursions into and landings on Malaysian soil. This embargo applies only to military equipment.

An earlier Malaysian Government order which would have extended the prohibition on Jan. 1, to carriers of all cargo destined for Indonesia has been rescinded.

Argentine Import Charges

The Argentine customs will use the index price or the invoice value, whichever is higher, in calculating the customs duties and surcharges owed on imported merchandise, according to a new government decree.

Jamaica now requires licenses on many drugs

The Trade Administrator of the Jamaican Government has amended further the Schedule to the Open General License by deletion of Item 40 medicinal and pharmaceutical products (including drugs).

This means that specific import licenses are now required for **(a)** Derivatives, preparations and combinations of aspirin; ephidrine; ascorbic acid (Vitamin C); phenobarbitone; Vitamins A, B1, B2 & D; dexamethasone; diphenhydramine; aluminum hydroxide; ferrous sulphate; folic acid; hydrogen peroxide;

Isoniazid; piperazine; sodium aminosalicylate; meprobamate; prednisolone; reserpine; sulphathiazole; sulphadimidine; paracetamol; ferrous gluconate; phenylephrine;

Magnesium hydroxide; levarterenol bitartrate; acetarsol; isoprenaline; stanozolol; hydroxy-chloroquine sulphate; tetracycline; chloramphenicol;

(b) Preparations of neomycin sulphate with kaolin with or without other ingredients;

(c) Rubbing alcohol compounds and/or surgical spirits;

(d) Effervescent salts containing magnesium sulphate;

(e) Nose drops or inhalers containing menthol or camphor;

(f) Vaporizing salves containing menthol or camphor;

(g) Medicated powders containing zinc oxide or camphor;

(h) Emulsions of mineral oil with phenolphthalein or cascara sagrada.

AID lends Pakistan $140 million to buy U.S. commodities

Loan is response to Pakistan's import liberalization moves

An Agency for International Development loan agreement will make available $140 million for commodity purchases by Pakistan in the U.S.

A major portion of the loan proceeds will pay for iron and steel items such as pig iron, tin plate, billets, strips, plates and sheets for private industry in Pakistan.

Other major items to be financed will include truck components, lubricants, pesticides, fertilizers, marine diesel engines, jeeps, diesel locomotive spare parts, tires, tubes, medicines and pharmaceuticals.

The loan, part of the free world effort to support Pakistan's development, will help fulfill a U.S. pledge of $212.5 million in aid for the fifth year of the nation's second Five-Year Plan.

The pledge, made at the July 1964 meeting of the World Bank-sponsored Aid Consortium for Pakistan, was in turn part of a $431 million total pledge by the Consortium members—Canada, France, Germany, Italy, Japan, the Netherlands, United Kingdom, U.S., World Bank and International Development Association.

Responds to liberalization

The AID loan is also in response to steps taken by Pakistan this year to liberalize commercial imports by removing licensing requirements for many important import items.

Such liberalization, accompanied by indirect restraints, is regarded by U.S. aid officials as promising significant benefits to the development of Pakistan's economy.

One of the chief results expected is an increase in production—and exports—arising from the greater availability of raw materials and certain industrial components now on the free import list.

The loan will be repayable in dollars by the Government of Pakistan over 40 years, including a grace period of 10 years.

Eximbank will help Greece finance U.S. power generators

A $5 million loan to the Public Power Corporation of Greece has been aproved by the Export-Import Bank to cover dollar costs incurred in buying, shipping and installing four gas turbine generators of 14,000 kilowatts each.

Two of the generators are being supplied by Westinghouse Electric International Company, and two by International General Electric Company.

Public Power Corporation, a major utility in Greece, expects the new units will be in service in the near future. Their need is due to the rapid growth of electric power consumption in Greece in recent years. Projected sales for 1965 are about 4,000 kilowatthours.

Present total generating capacity of Public Power Corporation is some 700,000 kilowatts—below expected demand over the next few months. The additional 56,000 kilowatts financed with the new Eximbank loan will reduce significantly this shortage.

While Greece at the present time has a low per capita consumption of electricity, industrialization and economic development are expected to continue the current consumption growth rate of 12% a year for the foreseeable future.

The loan is repayable over 14 years beginning in 1966 and is guaranteed by the Greek Government.

Food for Peace sale to Guinea will benefit private U.S., local firms

The U.S. and Guinea have amended a Food for Peace agreement to provide for sale of U.S. rice to help meet Guinea's rising consumer demand. Payment will be in Guinea francs.

This amendment to the Title I, Public Law 480 agreement of June 13, 1964, provides for milled rice (about 882,000 cwt.) $4.98 million; and ocean transportation (estimated), $440,000.

Of the Guinea francs received in payment, 66% will be set aside for loans to finance economic development projects in Guinea, 24% will be made available for U.S. uses, and the remaining 10% will be set aside for loans to U.S. and Guinean private business firms.

Sales will be by private U.S. traders. Purchase authorizations will be announced later.

Japan steel firm to buy U.S. goods with Eximbank loan

$15 million loan will help purchase of several mills

The Export-Import Bank has authorized a $15 million loan to Japan Steel and Tube Company to help finance the purchase in the U.S. and shipment to Japan of a slabbing mill, scarfing equipment, a hot strip mill, a cold tandem strip mill and required spare parts and components.

This equipment is needed to complete the first stage of a new integrated steel mill in Japan. When completed, the new mill will have an output capacity of 6 million metric tons annually. The Eximbank loan is repayable over 10 years, beginning in 1968.

Among the potential principal suppliers under the loan are Blaw-Knox Company, Mesta Machine Company, and United Engineering & Foundry Company.

Enables competition

Japan Steel and Tube Company is one of the larger steel companies in Japan. It is also the oldest privately owned steel company in the country.

The new integrated facility will enable the company to maintain its competitive position in the domestic Japanese market, where steel production and consumption have increased markedly in recent years.

This growth in demand is due largely to expansion in the chemical and other heavy industries, private construction needs, public investment in housing and transportation facilities, and an increase in demand for durable consumer goods sparked by rising living standards in Japan.

It is believed the Eximbank loan was instrumental in ensuring the use of U.S. equipment at the new mill.

AUTO SPARE PARTS

An Italian firm is seeking a license from a manufacturer of automotive spare parts for all makes of European and U.S. cars.

Write: Corte and Cosso, 48 Corso Re Umberto, Turin, Italy.

'Insurance contracts' for foreign ventures gaining popularity

Castro's expropriation of U.S. firms made applications soar; automation whittles backlog

Sales of "insurance contracts" for private investments overseas are soaring, according to David E. Bell, Director of the Agency for International Development (AID). Mr. Bell also reported wiping out a backlog of applications through use of automated equipment.

The insurance contracts, known as specific risk guaranties, are sold to U.S. investors at low fees. In certain developing countries they provide protection for new investments against losses due to expropriation, war and insurrection.

They also cover situations in which a business enterprise may not be able to convert its foreign currencies into American dollars.

During the third quarter of 1964, AID concluded 150 contracts, almost six times the 26 guaranties it produced during the same period in 1963. Total value of coverage rose from $42 million in third quarter 1963 to $300 million in third quarter 1964.

The guaranties are issued from AID's Office of Development Finance and Private Enterprise, whose Specific Risk Division used modern business techniques to cut down a large accumulation of applications for guaranties.

Processing clogged

The backlog started after Castro's expropriation of U.S. industry in Cuba. Applications for guaranties in other countries then poured into AID, clogging the processing system.

AID turned to automation and other improved management practices.

Since the program began in 1947, 1,120 contracts have been issued. Total coverage has been more than $2 billion.

Up to now, $69,000 has been paid out in claims. Fees paid by investors to the U.S. for the guaranties total $20 million.

The new machinery has been responsible for helping to produce over 350 contracts in the past nine months, with coverage amounting to some $630 million.

"We hope to exceed this rate in the next 12 months," an AID official said. "Every new contract we write means a new U.S. private investment in a country where it is needed."

BIC continues export denial order to British company

Denis H. Shepherd, and his firm, Shepherd & Co., of Croydon, Surrey, England, have been denied all U.S. export privileges for an indefinite period for failing to provide information concerning receipt and disposition of U.S. origin commodities.

The respondents earlier had been put under a temporary suspension because of suspected participation in unauthorized transshipments of U.S. goods to Cuba.

The Department of Commerce's Bureau of International Commerce (BIC) sent the respondents written questions concerning their handling of certain U.S. goods. They refused to furnish answers. The indefinite order supersedes the temporary order which expired Dec. 27, and will remain in effect until the necessary information is furnished.

The sanctions, applicable both to commodities and technical data, apply to Shepherd and his firm and any successors and agents, and also forbid other parties from participating in export operations with the respondents where U.S.-origin commodities or technical data are involved.

Pakistan buys $7.7 million more Food For Peace wheat

The U.S. has amended the current multi-year Food for Peace agreement with Pakistan to finance sale of $7.7 million worth of wheat (including certain ocean transportation costs). Payment will be in Pakistani rupees. A portion of the rupees will be set aside for loans to private U.S. and local firms expanding their business operations in Pakistan.

Financing for the approximately 3.6 million bushels of wheat and transportation costs will be from funds provided in the Title I, Public Law 480 agreement of Oct. 14, 1961, as amended.

Sales will be by private U.S. traders. Purchase authorizations will be announced later.

$10 million AID loan to boost Colombian private enterprise

Colombia's Private Investment Fund (PIF), which provides credit for private industry and agriculture, will increase its resources by $10 million under an Alliance for Progress loan provided by the Agency for International Development.

Funds from the loan will be used for the procurement of U.S. machinery and equipment, and will be administered by the Banco de la Republica, Colombia's Central Bank.

AID in 1963 had allocated roughly $20 million from the proceeds of dollar loans for the use of the Fund. PIF also has received a $1.4 million credit from the Netherlands and $3 million from the Inter-American Development Bank. Negotiations with other potential lenders for new loans are now under way, and AID is discussing a further allocation of peso counterpart funds.

Since its establishment in early 1963, and through October, 1964, PIF has approved 89 medium and long-term loans for expanding production of sugar, African palm and other vegetable oil planting; for banana production; and for chemical, paper and various other industrial plants.

In each case, the private entrepreneur himself was required to make an important financial contribution to the project. In general, the projects also have had to be of a type for which other sources of financing are not readily available.

PIF gives priority to projects that will result in increases in export earnings; which will replace imports; or which will eliminate production bottlenecks in the Colombian economy. Under Banco de la Republica regulations, the loans are made at interest rates of from 8 to 10% a year, and are repayable in three to ten years. The loans are guaranteed by commercial banks and investment firms.

The new AID dollar loan provides for repayment by the Banco de la Republica in dollars within 15 years, including a five year grace period.

An alternative procedure provides that the Government of Colombia can take over the loan, in which case repayment to the U.S. would be over 40 years, including a 10 year grace period.

FROM PAINT TO PICKLES

Greeks want partners

Trade Mission finds variety of joint venture opportunities for U.S. firms

The U.S. Trade and Investment Mission to Greece has reported a number of substantial joint venture and licensing opportunities ranging from paints and glass toys to washing machines and pickles.

Firms interested in following up any of these leads are requested to show the appropriate Interview Report (IR) number, listed in parentheses after each address, on any correspondence with the Greek firm or with the Department of Commerce.

Mining and Building Construction. These two opportunities illustrate the need for U.S. technical know-how, equipment, and materials.

1411 Marble quarrying

Marble quarrying company would like joint venture or other arrangement with U.S. firm to expand its operations. It is engaged in quarrying and selling large pieces of marble but wants to make use of small pieces now being wasted. Further information may be obtained directly from the firm.

Write: Athanasios Parapatsos, 1 Makedonomachon St., Kozani, Greece. **(IR 34).**

1511 General Building Contractors

Building materials manufacturer, contractor interested in joint venture to build apartment projects. Firm is experienced in building materials business, construction but would like U.S. know-how in building suburban apartment projects, utilizing U.S. materials, methods. Further information may be obtained directly from the firm.

Write: Kontopoulos, Director, Emborotechniki Enosis Epe, 7 Paleon Patron, Thessaloniki, Greece. **(IR 24).**

Foodstuffs. These six proposals ranging from artificial sausage casings to the manufacture of instant coffee include both modest ventures as well as one of substantial scope.

2011 Artificial Sausage Casings
2818 Powdered Rennet

Greek manufacturer of liquid and powdered rennet proposes two joint ventures on 50-50 basis with experienced U.S. firms. First it seeks U.S. partner to expand present business; secondly, it seeks experienced partner to help establish company to manufacture artificial casings. The firm has land available for both ventures; estimates it would need $200,000 to expand production of powdered rennet and $500,000 to begin production of artificial casings, to be used for additional buildings and equipment. Firm has marketing connections in Greece; plans to expand to Near East, African, Common Market countries. Further details concerning both ventures may be obtained directly from the firm.

Write: Arnol Valkan, 6 Mitropolitou Genadiou St., Thessaloniki, Greece. **(IR 32).**

2033 Canned Fruits, Vegetables

Substantial Athens firm of agricultural exporters interested in joint venture with experienced U.S. firm to establish large scale food processing facility, first step, a fruit and vegetable canning factory. Greek firm founded in 1960 by the Agricultural Bank of Greece. The Bank has 705 of the share capital, the Unions of Cooperatives 26% and Greek Government 4%. While basic aim of the company is promoting export of agricultural products, it plans to set up chain of canning, dehydration, deep freezing plants for fruits, vegetables in various areas of Greece. To achieve objective, company needs U.S. participation in form of capital investment, technical know-how. Firm's participation would be plant site, buildings, necessary capital. U.S. participant would contribute value of equipment. Precise amount and type of participation by each party subject to negotiation. Proposed canning plant, as first facility in the venture, would produce canned fruits, vegetables, jams, tomato juice, catsup, vegetables packed in malt vinegar. Sales would be in Common Market, Near-East, as well as Greece.

Write: George C. Maniatis, Director General, New Agrex, 28 Kapodistriou St., Athens, Greece. **(IR 15).**

Old established canner and processor of fruits, vegetables interested in joint venture with U.S. firm to expand operations. Greek firm wants to enlarge plant; would like U.S. firm to supply machinery for tomato processing and some capital for operating expenses. Company is reported to have good reputation in Greece and abroad as manufacturer of quality canned goods, primarily fruits, vegetables, Greek food specialties. It is only producer of baker's yeast, and is said to be one of four leading fruit and vegetable canning industries of Northern Greece. Its products are sold in Europe and in the U.S.

Write: George Xanthos, Zanae Co., 3 Megalou Alexandrou St., Thessaloniki, Greece. **(IR 28).**

2034 Dried, Dehydrated Fruit, Vegetables

Established Thessaloniki firm with drying plant for aromatic herbs seeks experienced U.S. partner to help set-up dehydrating plant on joint venture basis. Production of fruits, vegetables reported to be expanding rapidly in Northern Greece with much of produce being wasted. According to firm, there is no established dehydration industry in Greece. Firm states it has excellent site for plant with adequate supply of reasonable labor nearby. Additional information may be obtained directly from firm.

Write: Constantin G. Docovitch, Director & President, Docovitch and Peitsis S.A., 32 Frangon St., Thessaloniki, Greece. **(IR 31).**

2035 Pickles, Mustard
2499 Toothpicks

Manufacturer interested in joint venture to expand present facilities for production of pickles, mustard, toothpicks. Company estimates it needs factory facilities, machinery at cost of approximately $100,000. Volume of business estimated at $2,000,000. Demand for firm's products is reported as good, and it maintains representatives in principal towns of Greece.

Write: Panagiotis Andronis, President, "EKMA", 296 Eleftheriou Venizeleu St., Kalithea, Greece. **(IR 23).**

2071 Confectionery

Firm of coffee importers, roasters would like joint venture arrangement with experienced U.S. company to manufacture biscuits, chocolates, instant coffee, other confectionery items and expand present coffee roasting facilities. In addition, it would like to open retail sales outlets for its products.

Write: Samourkas, President, Bravo Coffee Enterprises, 16 Omonia Sq., Athens, Greece. **(IR 1).**

Textiles and Apparel. Man-made as well as natural fibers are included in these five proposals. They cover shirts, ready-made men's clothing and rugs.

2231 Wool Yarn Mill
2339 Orlon Ladies Wear

Textile manufacturer interested in joint venture to expand wool yarn mill, orlon ladies wear plant production. Company is 14 years old and is reported to make good quality merchandise. Complete information may be obtained directly from the firm.

Write: Joanis Bersos, Bersos Bros. and Co., 13, Agora Efarmostidou, Thessaloniki, Greece. **(IR 25 and 26).**

2259 Knitting

Handicraft organization which emphasizes production of knitted products, particularly

gloves, interested in contacting U.S. investor. Organization seeks capital of between $100,000 to $200,000 for operations and is prepared to grant up to 90% participation to U.S. partner.

Write: Trade Promotion Bureau of National Organization of Hellenic Handicraft, 9 Metropoleos St., Athens, Greece. **(IR 18).**

2271 Woven Carpets, Rugs

Carpet firm in Thessaloniki seeks joint venture partner to assist in establishing mechanized plant for production of carpets, rugs. Firm is willing to provide part of required capital, the land on which to build factory, present equipment and technical know-how for proposed plant. Information concerning amount and kind of U.S. participation in venture may be obtained directly from the firm.

Write: George Mavrides, 5 Aghias Sphias St., Thessaloniki, Greece. **(IR 27).**

2300 Men's Clothing

Well established Greek company wants to set up men's ready-made clothing factory. Firm presently weaves, dyes, finishes goods and has 4000 spindles, 76 looms and complete dyeing, finishing equipment. It employs approximately 350 persons. Company has land available and is willing to grant 50% participation in project. Marketing opportunity for men's wear is reported good in Greece and in European common market to which Greece has access.

Write: Britannia S.A., 49 Stadiou St., Athens, Greece. **(IR 2).**

2321 Shirts, Pajamas

Experienced manufacturer of shirts, pajamas wants joint venture to expand production. Firm needs technical know-how and to a lesser extent, some financial assistance to aid in expansion program. It is reported to have very good reputation for quality merchandise.

Write: G. Georgiou, "PYRAMIS"—A. & G. Georgiou, Syngrou 10, Thessaloniki, Greece. **(IR 40).**

Paints and Shoes. At first glance there appears little relationship between these two commodities, but one paint manufacturer happens also to be interested in beginning production of leather treating chemicals and dyes, while another firm in the import-export business wants to get a shoe factory in operation.

2818 Tanning Agents
2851 Paints

Joint venture partner being sought by firm in Athens to help expand paint manufacturing operation and start production of leather treating chemicals, dyes. Company already produces lacquers, varnishes and has started making water base acrylic paints. It would like to contact U.S. company experienced in production of chemicals for tanning, coloring leathers, and to help establish such a plant in Greece. There are no firms manufacturing or distributing these products in Greece now. Additional information may be obtained directly from the firm.

Write: Nicolas Themistocleous & Co., P.O. box 549, 13 Iakhou St., Athens, Greece. **(IR 6).**

2851 Paint

Old established paint manufacturer in Athens is seeking joint venture for expansion purposes. Modernization program estimated to cost up to $1 million, is planned to provide up-to-date machinery, equipment. Firm has strong marketing organization covering all major cities in Greece; plans to extend market to Near East and Common Market countries. Additional information may be obtained direct from the firm.

Write: Martachrom S.A., 13 Epokratos St., Athens, Greece. **(IR 21).**

3141 Shoes
5014 Wholesale Tires

Importer and exporter seeks joint venture partner to establish shoe factory to export principally to U.S. Firm also wants to establish warehouse facilities for distribution of well-known U.S. brand auto tires in Greece. It has marketing connections already set up in U.S. for shoes to be made in Greece. Total investment estimated at approximately $150,000 to be used for building, equipment. U.S. partner may share up to ⅔ of investment.

Write: Hamio, 15 Agiou Markou, Athens, Greece. **(IR 3).**

Prefabricated Building Materials. Technical know-how would appear to be prime requisite of this proposal by a tobacco firm interested in diversifying into an entirely different field.

3272 Prefab Building Materials

Old line tobacco firm in Thessaloniki would like to establish prefab building materials plant on joint venture basis with U.S. firm experienced in that line.

Firm would like to diversify operations; is willing to invest $400,000 of own capital with participation on equal basis in venture. Company's managers are reported to be capable and highly qualified to carry out objectives.

Write: A. Michailides, S.A., Odos Georgiou Filipou, Stayroupolis, Thessaloniki, Greece. **(IR 38).**

Metal Fabrication and Machinery. Expansion is the general keynote of these proposals which range as far apart as water-well pumps, traffic signals and an enamelling plant.

3461 Copper Utensils

Greek manufacturer interested in joint venture with U.S. company to expand production of copper utensils. U.S. firm would be required to furnish approximately $300,000 to be used for land, buildings, equipment in return for up to 55% of business. Firm markets its products through dealers in Greece, wants to expand to Common Market. Further details may be obtained directly from the firm.

Write: Pandelis Pavlides, Viochalk, 15 Chalkeon St., Thessaloniki, Greece. **(IR 39).**

3461 Metal Household Utensils

Manufacturer of light metal household articles such as kitchen canisters, spoons, ladles, lunch boxes, tie racks seeks joint venture with experienced U.S. manufacturer of similar metal household products. Purpose is substantial expansion of present facilities to include small new plant, additional equipment. Greek firm estimates total outlay for proposed venture would approximate $300,000. Amount of financial participation by U.S. firm is open to negotiation and 50-50 equity suggested by Greek firm. Technical assistance also required of U.S. partner. Founded in 1953, the Greek firm currently has eight employees; exports some of its products to Near East as well as marketing them in Greece. Further information can be obtained by writing directly to the Greek firm.

Write: Eka Press Metal Works, Terma Kolokynthous, Athens, Greece. **(IR 8).**

3479 Enamelling Plant

Household appliance wants to establish modern enamelling plant on joint venture basis with experienced U.S. firm. Cost of plant estimated at $50,000. According to firm, there is only one other such plant in Northern Greece. Additional information may be obtained directly from the firm.

Write: Vartkes Kondaxian, 24 Aristotelous St., Thessaloniki, Greece. **(IR 36).**

3537 Truck Trailers
3561 Well Water Pumps

Manufacturer of truck trailers, water well pumps tractor parts interested in joint venture with experienced U.S. firm on 50-50 basis. Company has been in business since 1962 and has 40 employees but would like to expand operations.

Write: Mary Tornatorous, 2 Valaoritoy St., Thessaloniki, Greece **(IR 37).**

3632 Household Refrigerators

Manufacturer of meat, food display freezers would like to collaborate with U.S. firm to make household refrigerators, less than 8 cu. ft. in size, on joint venture basis. Firm has been in business since 1961 and employs from 75 to 100 persons. Further information may be obtained directly from the firm.

Write: Dimitrios Tolis, "TOLIS" Electrical Refrigeration Industry 22, Agias Sofias St., Thessaloniki, Greece. **(IR 29).**

3633 Washing Machines, Dryers

Athens manufacturer of domestic, commercial refrigeration equipment interested in joint venture to produce washing machines, dryers. Company estimates investment of approximately $1 million would be required to handle planned expansion of its present facilities. It estimates volume of business for 1965 between $2 million and $3 million. Further information may be obtained direct from the firm.

Write: George D. Gerakis, "PREST-COLD", 16, Panepistimiou Ave. Athens, Greece. **(IR 20).**

3634 Fans, Electric Housewares
3642 Lighting Fixtures

Fan and lamp manufacturer in Thessaloniki would like to expand facilities through joint venture with U.S. firm. U.S. company would need about $100,000 to be used for additional land, buildings, equipment, and in return, would be allowed up to 50% participation in business. Firm now has marketing connections throughout Greece and in Near East and Common Market countries.

Write: Michael Masios, MASIOS, 8 Aristotelous St., Thessaloniki, Greece. **(IR 35).**

3662 Traffic Signals
3679 Electronic Equipment

Electronics firm interested in joint venture on 50-50 basis to expand business. Investment of approximately $200,000 is needed, of which one-half is to be used for buildings, equipment and the other half for inventory. Company now specializes in manufacture of certain basic types of radio-electronic divices, and its owner is credited with several innovations in this field. He has been issued several Greek patents for number of improvements he has made, especially in the line of tele-communications, sound equipment, traffic signal systems. Firm reported to be one of leading ones in field in Northern Greece, and plans to seek new markets in Near East, U.S., Common Market countries.

Write: V. K. Karathanassis, V. K. Karathanassis, 8 Pringipos Nicolaou, Thessaloniki, Greece. **(IR 30).**

3942 Stuffed Toys

Greek manufacturer of stuffed toys interested in joint venture with U.S. toy manufacturer or investor to expand production. U.S. firm expected to provide approximately $30,000 or more to be used to increase present inventory and to expand Greek firm's present organization to Common Market countries. Further information may be obtained directly from the firm.

Write: "General Crafts, Ltd.", (El Greco), 100 Olga St., Dafni, 455, Athens Greece. **(IR 9).**

6332 Insurance

Proposed general insurance company being established in Athens to handle all-risk, maritime, fire, transportation, motor vehicles insurance is seeking U.S. partner to help set up business. Greek firm has two-thirds of capital needed and U.S. partner will be expected to provide one-third.

Write: Compagnie d'Assurances "ASTIR", 1 Mitropoleos St., Athens, Greece. **(IR 14).**

PRECISION MEASURING DEVICES

A French manufacturer of components for hydraulic systems in aircraft landing gear and servo-motors and hydraulic governors for large stationary and marine diesel engines seeks licensing arrangements with U.S. firms to manufacture high precision measuring devices and other high precision mechanical goods.

Write: Les Constructeurs Associes, 14 rue Daviel, Paris 13eme, France.

East Pakistan wants a U.S. partner for bearing venture

Nation has no bearing industry; state agency leaves many facets of agreement open to negotiation

The Pakistan Industrial Development Corporation (EPIDC) wants a joint venture with an experienced U.S. manufacturer to establish a plant producing all types of bearings.

EPIDC's proposal contemplates its own contribution as 60% of the venture's share capital, with 40% from the U.S. firm.

The EPIDC would provide land, labor and capital for financing local and perhaps some foreign needs, depending on the availability of foreign exchange. The agreement would specifically require technical assistance and licenses to utilize patents and trademarks, as well as direct dollar investment to cover the cost of imported machinery and capital goods.

Management and profits would be shared in proportion to the investment. EPIDC is agreeable, however, to entrusting the technical management of the plant to its American partner. It is also prepared to discuss arrangements regarding capital composition, management, plant location, sharing of profits or fixed return on investment, or any other aspect of the proposed venture.

Remittance allowed

EPIDC says the remittance of profits and royalties in dollars, eventual repatriation of invested capital and the remittance of American technicians' salaries to the U.S. are permitted by the State Bank of Pakistan.

Pakistan is reported to have no bearing industry, its entire demand being met by imports. These amounted to $1,687,-719 in 1961, the latest year for which figures are available.

The Pakistan Industrial Development Corporation was established in 1952. In 1962 the Corporation was divided into East and West, with each wing assuming development promotion responsibilities for its area of the country. This opportunity is being offered by the East Pakistan wing of the Corporation.

The corporation itself is an autonomous body and functions along commercial lines. Government control is limited to policy formulation, budget approval, development planning, auditing and sale of EPIDC projects to private enterprise.

Write: Pakistan Industrial Development Corporation, EPIDC House, Motijheel, Dacca 2, Pakistan. A limited additional amount of information can be obtained by writing Bureau of International Commerce, Office of International Investment, File 4-3562-3-H, Department of Commerce, Washington, D.C., 20230.

Israeli citrus growers need preservation plant

A group of Israeli citrus growers is reported interested in establishing a plant for the preservation of up to 50,000 tons of raw fruit a year. Canning, freezing, squeezing for juice and the manufacture of preserves are under consideration.

The Israeli group is anxious to contact an experienced U.S. firm with a view to obtaining advanced know-how and possible technical assistance. The type of return to the U.S. firm is open to negotiation.

No financial participation from the U.S. firm is involved.

Write: Joseph Ben-David, Manager, Resisim Agricultural Pest Control Ltd., 19 Levontin St., Tel Aviv, Israel.

British P.V.C. maker wants joint venture partner

A British manufacturer and fabricator of plastic extrusions is seeking licensing arrangements with U.S. companies. The firm can undertake the extrusion of P.V.C. sheathing with P.V.C. of wires, metallic tubing, metallic flexibles, strips and like materials, extruded sections and sleevings. Facilities also are available for the welding and cutting of P.V.C. and similar materials.

Write: Plasticable Ltd., Hawley Lane Farnborough, Hants.

MATERIAL HANDLING EQUIPMENT

Long established Belgian company wishes to secure licenses from large U.S. firm to manufacture material handling equipment, and hydraulic products such as truck hoists, travel lifts, loaders, cylinders, pump and valves. In addition, firm would like licenses to produce plastic industry machinery and dust collector equipment for industrial use. Firm appears to be well qualified to undertake production of above items.

Write: S.A. Ateliers et Fonderie J. & A. Moussiaux & Freres, Rue Mottet, Huy, Belgium.

Swiss ski-lift maker seeks U.S. producer

A Swiss manufacturer of ski lifts, aerial ropeways and Swiss skyways is interested in having its products manufactured in the U.S. under a licensing or joint venture arrangement with an American firm. The firm, which can produce complete skiing installations, is now active in Italy as well as Switzerland.

The name and address of the Swiss firm and a leaflet describing its products are available to U.S. manufacturers from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to **File 1297.**

INDUSTRIAL MACHINERY

An Italian firm wants a license to produce reduction gear, overgear, speed reducers, transmissions, electrical winches and windlasses; control systems for rolling mills; special group drives for the chemical, rubber, sugar refining, pulp, cement, mining, petroleum, and steel industries; ship deck machinery such as winches, windlasses and automatic winches for tugboats; oil drilling machinery, plastics.

Write: Officine Meccaniche Camillo Sacerdoti, Via E. Breda 120, Milan, Italy.

NATURAL GAS-FIRED BOILERS

A Dutch manufacturer is seeking a license for the production of natural gas-fired boilers for central heating, for residential and light commercial use (capacity from 40,000-200,000 b.t.u.). The equipment must be suitable for manufactured and natural gas, and be of high quality finish and design comparable to that of refrigerators, because these boilers will be installed mainly in kitchens.

Write: N. V. Stookindustrie, 66 General Vetterstraat, Amsterdam, The Netherlands.

LICENSE FOR TRAINING AIDS

A German firm wishes to diversify into teaching and training aids by setting up a new department. It is interested in becoming a licensee for all types of published and recorded material used in industrial training or education, such as films, filmstrips, slides, tapes and printed instruction books or other printed material protected by copyright. It is also interested in duplicating or reproduction processes for the above material.

Write: B-O-G Frankfurt Buero Organisation GmbH, 95 Kurhessenstrasse, 6 Frankfurt am Main, Germany.

Esso subsidiary to build fertilizer plant in East Pakistan

Will constitute country's largest single private foreign investment; first to use natural gas reserves

Esso Standard Eastern has announced an agreement with the Government of Pakistan for construction of an ammonia-urea fertilizer manufacturing plant using natural gas from the Mari Field. Total cost of the plant and attendant facilities is estimated at about $25 million.

This will be the largest single investment by foreign private industry in the country, and the plant will be one of the largest of its kind in the world.

Under the agreement, Esso Standard Eastern, Inc., a wholly-owned affiliate of Standard Oil of New Jersey, will establish an affiliated fertilizer manufacturing and marketing company, incorporated in Pakistan, and will offer equity shares in the new company to Pakistani investors.

The project will be the first industrial installation utilizing gas from the Mari field, which was discovered in 1957 and in which both the Government of Pakistan and Esso are financially interested.

Abundant reserves

The field is located about 300 miles northeast of Karachi and 50 miles northeast of Sukkur. Its probable reserves may exceed three trillion cubic feet of gas. The fertilizer plant will be built at the edge of the field.

The plant's output is expected to save Pakistan an average of about $10 million annually in foreign exchange which otherwise would be spent for imported fertilizers.

The increased fertilizer production should also significantly boost farm production and reduce the need for food imports.

Construction plans include an ammonia manufacturing plant and a urea manufacturing plant with a capacity of 173,000 metric tons a year, together with water, electric power and steam facilities. These are expected to be ready for operation by the end of 1967.

Esso Standard Eastern also has launched fertilizer manufacturing projects in Bataan, the Philippines and at Port Dickson, in Malaysia, where plants are now under construction.

Irish firm wants U.S. handling-equipment partner

An Irish firm, active for many years as sales agents and technical representatives for leading British manufacturers of mechanical handling equipment, is interested in a joint venture with a U.S. firm to establish manufacturing or assembly of all types of mechanical handling equipment in the Republic of Ireland.

The Irish Government's policy is generous regarding establishment of new industries, particularly in allowances for buildings, capital plant and taxes. Equipment of this type can be exported to England duty free, as well as to many of the new African countries and various Middle Eastern and Eastern countries. Excellent skilled and semi-skilled labor is available.

Write: J. P. Davis & Co. Ltd., 5-6 Lombard St., Dublin 2, Ireland.

Finns want U.S. partner in new refrigerator plant

A Finnish household appliance manufacturer has secured a very substantial order from West Germany to provide firms in that country with domestic refrigerators manufactured in Finland.

The firm has found it essential to expand its productive facilities, and has indicated a great interest in having a qualified U.S. manufacturer participate in their new plant on a joint venture basis. The contribution expected of the U.S. company would be about $300,000. The U.S. company's contribution can be made in know-how or new production machinery and equipment from the U.S., if the prices are competitive with equivalent European machinery.

WRITE: Leo P. Lilja, Firma Norpe, Porvoo, Finland.

Spanish firm seeks partner for synthetic fiber plant

A Spanish importer and dealer in natural and synthetic fibers and bristles for the manufacture of brushes seeks an association with a U.S. firm to establish a plant for the manufacture of synthetic fibers.

The firm states that the use of synthetic fibers in brushes is increasing in Spain, that there is only one small synthetic fiber plant in the entire country and that it is unable to meet the demand.

Write: Evaristo Gomez Alvarez, Apartado 438, Vigo, Spain.

Iraq announces tender for $56 million water supply extension scheme

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, has announced a tender for the extension of the Ali al-Gharbi water supply distribution system. Ali al-Gharbi is a town in the province of Amara, 260 kilometers southeast of Baghdad.

Tender documents and specifications may be obtained from the Directorate General on payment of ID 5 ($14), plus $4.80 to cover airmailing charges. The tender closes Jan. 26.

Estimated cost of the project is about $56 million. The scheme includes the supply and installation of 500 meters of 6" cast iron pipe, 500 meters of 4" and 2,000 meters of 3" pipe. Imported materials are reported to comprise about 80% of the total project cost, which is to be included in the Ministry's 1965 budget allocation.

This type of contract is usually awarded to local contractors who are assisted in preparing their bids by foreign suppliers of pipe, valves and other materials. U.S. firms may wish to contact Iraqi contractors specializing in these projects in order to submit offers for the equipment needed.

A list of Iraqi contractors in water supply projects may be obtained by firms located in the United States from the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

SHAPE seeks supply bids on facsimile facilities

The Purchasing & Contracting Office, Supreme Headquarters Allied Powers Europe, ACE Communications Electronics Equipment, Communications & Electronics Division, Paris, France has issued invitation No. 64-20 with a bid deadline of Jan. 25, for delivery of equipment and spare parts for a weather facsimile reception station.

Types of equipment and quantities required include one each, short wave receiver, long wave receiver, converter, facsimile recorder and two antennas. Performance of equipment should be in accordance with CCIR and CCITT recommendations.

A copy of the specification is available on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

Main power and filament transformers required in various quantities by Burma

The Division Manager, Electrical Stores Corp., 77/91 Sule Pagoda Rd., c/o Foreign Office, Rangoon, Burma has issued tender No. 71/EL(P) 64-65 for the supply of varying quantities of half and full wave main power transformers and filament transformers.

Bid deadline is Jan. 22.

A copy of the specification is available on a short term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Burma seeks supply of 2400 tape recorders

The Electrical Stores Corp., 77/91 Sule Pagoda Rd., Rangoon, Burma has issued tender No. 76/EL/P/64-65 for the supply of 2400 tape recorders.

Bid deadline is Feb. 3.

A copy of the specification is available on a short term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

Bid deadline extended by India on shop construction

The Director, Signal & Telecom Railway Board, New Delhi, has extended the bid deadline from Jan. 4 to Feb. 15, tender No. 64/W3/SG/WS/4, to construct a shop for the manufacture of electrical railway signaling equipment. (INTERNATIONAL COMMERCE, Nov. 30, 1964, p. 36).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousaac-Sagn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-4551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2300.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 1424, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 306, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 41st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 3-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 602, 605 Condado Ave. Phone: 725-4540.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Three invitations to bid on variety of supplies issued by NATO in Turkey

LANDSOUTHEAST (Allied Land Forces Southeastern Europe) has issued the following invitations to bid:

Invitation No. 6000 calls for 5 heavy duty vacuum cleaners, 1 floor polisher, 2 wood platform trucks, 12 water coolers, 1 maintenance cart, 6 waste receptacles and 1 degreasing machine. Bid deadline is Feb. 10.

Invitation No. 6002 covers the supply of medical equipment: 1 dressing cabinet, 1 surgical instrument cabinet, 1 surgical field light, 4 rigid pole folding litters, 1 double basin stand, 1 two-hook irrigator stand, 1 surgical instrument stand, 1 surgical instrument boiling sterilizer, 1 patient examining table, 1 surgical instrument and dressing table, 3 metal pails, 1 step on wastepaper receptacle, 1 resuscitator, 1 otoscope and ophtalmoscope set, 1 weighing scale, 1 medicinal atomizer set and 2 surgeon stretchers. Bid deadline is Feb. 5.

Invitation No. 6007 calls for a clock system with 1 master clock and 12 repeating clocks. Bid deadline is Feb. 15.

Bids on these invitations are to be submitted to Headquarters, Allied Land Forces Southeastern Europe, P. K. 527, Izmir, Turkey, Attn: Purchasing & Contracting Officer.

Copies of the invitations to bid, specifications and other documents are available on a short term loan basis from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The invitation No. should be specified in request for loan material.

British Columbia gives additional information on microwave network

Tender documents for the British Columbian microwave network extending from Vancouver to Portage Mountain, (tender No. CQ 1225, INTERNATIONAL COMMERCE, Jan. 4, 1965, p. 39) may be purchased from the B.C. Hydro & Power Authority, Vancouver for $20 plus $1 provincial tax (Canadian currency).

Bid deadline is Jan. 26.

A loan copy of the tender is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Ireland to replace bridge with pre-stressed concrete construction; bids invited

The Wexford County Council is inviting bids for the construction of a new pre-stressed bridge over the River Barrow at New Ross, County Wexford, Ireland, and the demolition of the existing bridge. The proposed bridge is about 778 feet long and 36 feet wide.

Bid deadline for receiving bids is noon, Feb. 8.

Details are available on application to Mr. W. J. L. O'Connell, M.E., Consulting Engineer, 9 South Mall, Cork, Ireland.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WDT refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Vegetable Farms

NETHERLANDS—Onions. Direct purchase for transit trade exclusively. Jan M. Bijl N.V. (importer, exporter, transit trader, wholesaler), P.O. Box 93, or Weena 723, Rotterdam. WTD 12/15/64.

147 Sulfur, Crude

● **IRAQ**—Crude sulfur, crushed, 1850 l.t. (in lumps of not more than 4" in any of the three dimensions), packed in 5-ply paper bags (50 kilograms net weight) or new jute bags (50 kilograms or 100 weight, net basis) free from holes and patches. Shipments in 1965 to be 650 tons during April, 600 tons in July and 600 tons in Sept.; quotations c&f, Basrah, Iraq without duty. Tender No. 48/64, bid deadline Jan. 23. Purchasing Committee, Warehouse & Purchasing Dept., Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-3468).

200 Food

★★ **GREECE—Trade Mission**

Rice, coffee, grape juice, for U.S. label and under own label, for national Greek distribution through 800 outlets. Mr. C. N. Zourellis, Karolos Fix S.A. (manufacturer, importer), 53 Syngrou Ave., Athens. WTD 9/12/63. TM 31.

203 Canning, Preserving Foods

IRAN—Dried and dehydrated whole green peas; green beans, split; mushrooms; asparagus; c&f prices Khorramshahr, small samples required by air. Kashanco Co., Ltd. (importer), Seraye Sedghi-Nejad, Saadi Ave., Tehran. WTD 7/18/64.

SPAIN—Food products, such as canned meats, fruits, all kinds of preserved foods. Rafael Bentolila Abecasis (importer, exporter, wholesaler, retailer), 11 Judenes (Aptdo. 10), Ceuta. WTD 12/1/64.

★★ **SPAIN—Trade Mission**

Canned foods; all types. Direct purchase or agency. Sr. D. Antonio Fortes, Marathon, S.L. (agent), Ave. Jose Antonio 31, Madrid. WTD 8/26/63. TM 73.

204 Grain Mill Products

★★ **GREECE—Trade Mission**

Soyabean oil, corn, oats. Mr. C. N. Zourellis, Karolos Fix S.A. (manufacturer, importer), 53 Syngrou Ave., Athens. WTD 9/12/63. TM 53.

207 Confectionery

ENGLAND—Confectionery items, medium-priced; unusually attractive, with novelty appeal. Not chocolates. Mushpro Ltd. (importer), 2A Ashdown St., London, N.W.5. WTD 12/17/64.

220 Textile Mill Products

ENGLAND—Piece goods, laces, for use in manufacturing lingerie, nightwear. Warp Knitters Ltd. (manufacturers), 62 Bondway, London, S.W.8. WTD 12/2/64.

225 Knitting Mills, Products

FRANCE—Men's knitted underwear. Societe Eddy (retailer), 76-78, Avenue des Champs Elysees, Paris, 8e. WTD 12/9/64.

228 Yarn, Thread Mills, Products

NORWAY—Sewing thread, transparent, for retail vending. Scala Marketing A/S (importing wholesaler, distributor), Nydalen Brukvei, Bygning 108, Oslo 4. WTD 6/29/64.

PAKISTAN—Yarns: wool, $50,000; artsilk, $50,000. Direct purchase and agency. K. B. Corp. (importer, distributor), 8-A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

232 Men's, Youths', Boys' Furnishing

FRANCE—Neckties. Societe Eddy (retailer), 76-78 Avenue des Champs Elysees, Paris, 8e. WTD 12/9/64.

234 Women's, Misses', Children's, Infants' Under Garments

FRANCE—Women's brassieres, slips. Societe Eddy (retailer), 76-78 Avenue des Champs Elysees, Paris, 8e. WTD 12/9/64.

NORWAY—Neckties for men, youths, boys. Requests replies from manufacturers only. Wishes to import as exclusive importer. A/S Herkules Confektionsfabrikker (manufacturer, distributor), 72 Thv. Meyersgate, Oslo 5. WTD 10/23/64.

242 Sawmills, Planing Mills

NETHERLANDS—White oak, plane or quarter sawn, mild texture, for furniture purposes. Trial order is requested with quotations on c.i.f. basis. Specifications desired are: length 30"-36" and 6-10 ft. with width 6" or more and thickness 1"-3". Wiert Dupree Hardhoutimport N.V. (importer), 103 Verl. Hoogravenseweg, Utrecht. WTD 11/17/64.

249 Wood Products

FRANCE—Ashtrays, for desk and home decoration, to be sold as gift articles. La Reine Blanche (importer, retailer), 35 Avenue des Gobelins, Paris 13. WTD 12/3/64.

Ashtrays, for desk and home decoration, to be sold as gift articles. Marchet (dealer), 4 Rue Henri Barbusse, Levallois-Perret (Seine). WTD 12/3/64.

260 Paper Products

★★ **SPAIN—Trade Mission**

Waste paper, 3600 tons yearly; paper paste, 800-1000 tons monthly; wood paste, chemical and semi-chemical; newsprint; used tabulating or business form cards, large quantity; will pay cash against documents or, if possible, 90 days. Sr. D. Gregorio Barbero Alonso (agent), Apodaca Num. 13, Madrid 4. WTD 11/12/64. TM 14.

264 Converted Paper, Paperboard Products

GERMANY—Wallpaper, good quality, attractive patterns. Direct purchase or agency for northern Germany. Requests small samples. Georg Hatke (importer, wholesaler, retailer), 67 Soegestrasse, 28 Bremen. WTD 4/29/63.

281 Industrial Chemicals

FRANCE—Various chemical products for laundry & cleaning industries; direct purchase and agency. Parachimic, S.A. (wholesaler), 6ter Rue Brisout de Barneville, Rouen (S.M.). WTD 11/30/64.

GREECE—Chemical raw materials for pharmaceutical industries. Requests replies from manufacturers. Direct purchase and exclusive agency. Bitepan E. Pachopou & Co. (importer, wholesaler, sales agent), P.O. Box 1074 Omonia, Athens. WTD 12/21/64.

Reagents, chemicals, related products for conducting blood group tests. Requests replies from manufacturers. Direct purchase and exclusive agency for participation in public bids. Bitepan E. Pachopou & Co. (importer, wholesaler, sales agent), P.O. Box 1074, Omonia, Athens. WTD 12/21/64.

● Chemicals for water treatment as follows: morphaline tetra hydro-1.4 oxazin solution 40%-20 tons; caustic soda in flakes, 98-99%-100 tons; trisodium phosphate-20 tons; sodium hexameta phosphate-14 tons; ferric chloride, anhydrous-185 tons; hydrazine solution, 15% N_2H_4. Tender No. DEPM-3197/3198/3200/3201/3203/3204/5712, bid deadline Feb. 4. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyl St., Athens 102.★ (Telephone: 202-WO 7-2008).

PAKISTAN—Chemicals for textile industry, $250,000. Direct purchase and agency. K. B. Corp. (importer, distributor), 8A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

282 Synthetic Materials

PAKISTAN—Nylon chip No. 6, for use in own plant, valued $50,000. Fazal Nylon Mills Ltd. (manufacturer), 30 The Mall, Lahore. WTD 11/25/64.

PHILIPPINES—Requires constant monthly supply from 200-300 tons of PVC rigid compound, Polyvinyl chloride, Polypropylene pellets. Samples requested with price quotations c.i.f. Manila. Welison Ty & Co. (importer, wholesaler), c/o Mr. Siao Eng Seng, Manager, 632 Oriente St., Binondo, Manila. WTD 4/26/63.

283 Drugs

PAKISTAN—Rubbing alcohol: red oxide, yellow, green, black. Requests replies from manufacturers with price quotations c&f, Karachi; direct purchase and agency. National Commercial Engineers Ltd (importer, manufacturer's agent), Queens Rd., Karachi-2. WTD 8/27/59.

Pharmaceutical preparations for human use; $25,000. Direct purchase and agency. K. B. Corp. (importer, distributor), 8A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

284 Soap, Detergent, Cleaning Preparation, Perfumes, Cosmetics

FRANCE—Detergents, commercial; direct purchase and agency. Parachimic, S.A. (wholesaler), 6ter Rue Brisout de Barneville, Rouen (S.M.). WTD 11/30/64.

Cleaning & polishing cloths, chemically treated. Ets. G. Mechin & Fils (manufacturer), 19 Rue de Sevres, Boulogne-sur-Seine (Seine). WTD 8/22/63.

SOUTH AFRICA—Cosmetics, toilet preparations, all kinds, for use in beauty parlors. H. Merks & Co. (Pty) Ltd. (importer, wholesaler), P.O. Box 7629, Johannesburg. WTD 9/23/64.

Industrial detergents for cleaning motors; direct purchase and agency. Paragon Chemicals (Pty) Ltd. (importer, manufacturer), P.O. Box 17073, Hillbrow, Johannesburg. WTD 7/22/64.

285 Paints, Varnishes, Lacquers, Enamels

GERMANY—Specialties in lacquer raw materials sector; direct purchase and agency. Gebr. Noggerath (importer, sales agent), Neuer Wall 75, Hamburg 36. WTD 12/7/64.

286 Gum, Wood Chemicals

PAKISTAN—Tanning materials, natural; $25,000. Direct purchase and agency. K. B. Corp. (importer, distributor), 8A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

287 Agricultural Chemicals

● **GREECE**—Ethylene bisdithiocarbamate (MANEB), 80% wettable powder, 300 m. tons. Bid deadline Jan. 25. National Tobacco Board, 9 Amerikas St., Athens.★ (Telephone: 202-WO 7-3910).

● Zinc bis-dithiocarbamate (Zineb), 72% minimum, wettable powder-300 m. tons. Bid deadline Jan. 19. National Tobacco Board, 9 Amerikis St., Athens.★ (Telephone: 202-WO 7-3910).

289 Chemical Products

PAKISTAN—Ammonium sulfate; $16,000. Direct purchase and agency. K. B. Corp. (importer, distributor), 8A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

301 Tires, Tubes

● **BURMA**—Tires and tubes, 9,534 each, tractor sizes. Tender No. 59/Mach:23/G-1 (64-65), bid deadline Feb. 1. The Revolutionary Government of the Union Of Burma, Socialist Economy Construction Committee, Corp. No. (23) Machinery, Equipment, Tools & Spares No. 228/240, Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

● Tires, tubes, 528 each, truck and bus sizes. Tender No. 1/MACH:23/G-1 (64-65), bid deadline Feb. 8. The Revolutionary Government of the Union of Burma, Socialist Economy Construction Committee Corp. No. (23), Machinery, Equipment, Tools & Spares, No. 228/240, Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

PAKISTAN—Pneumatic tires for trucks, passenger cars, farm tractors; valued at $100,000. Direct purchase and agency. Mankee Corp. (importer, distributor), 20 Beadon Rd., Lahore, West Pakistan. WTD 12/16/64.

307 Plastic Products

GREECE—Plastic laminates for furniture and plastic flooring. Requests replies from manufacturers only. Direct purchase and agency. J. S. Mastoras (importer, wholesaler, sales agent), 9 Kolokotroni St., Athens 125. WTD 11/30/64.

PAKISTAN—PVC flooring tiles, plastic hard piping, tees, hinges, plastic powders; $50,000. Direct purchase and agency. K. B. Corp. (importer, distributor), 8A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

★★ **SPAIN—Trade Mission**

Plastic ware for household, hotel, hospital, restaurant trade. Sr. D. Casto Ramos, Director, Radoca, S.L. (distributor), Goya, 67, Madrid. WTD 11/12/64. TM 64.

317 Handbags, Personal Leather Goods

FRANCE—Jewelry cases, fancy patterns, to be sold as gift articles. La Reine Blanche (importer, retailer), 35 Avenue des Gobelins, Paris 13. WTD 12/3/64.

Leather wrist bands for watches; direct purchase and agency. Societe Kody (importer, wholesaler), 78 Rue Turbigo, Paris 3. WTD 12/7/64.

Jewelry cases, fancy patterns, to be sold as gift articles. Marchet (dealer), 4 Rue Henri Barbusse, Levallois-Perret (Seine). WTD 12/3/64.

319 Leather Goods

FRANCE—Leather desk articles, to be sold as gift articles. Marchet (dealer), 4 Rue Henri Barbusse, Levallois-Perret (Seine). WTD 12/3/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

PAKISTAN—Floor tile vinyl, rubber and asbestos 4" x 4"; 6" x 6"; 1' x 1'; requests replies from manufacturers with price quotations c&f, Karachi. Direct purchase and agency. Shaikh Gulzar Ali & Co. Ltd. (importer, manufacturers' agent), Rex Annexe, 27, Victoria Rd., Karachi-3. WTD 8/20/64.

331 Steel Mill Products

● **INDIA**—458 m.t. alloy steel plates and sheets, various sizes (9 items). Tender No. S/145, bid deadline Jan. 20. Superintendent, Stores & Purchase, Bharat Heavy Electricals, Ltd., Tiruchirapalli-14, Madras. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1468), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee (not refundable) $2.10 each.

● 1180 m.t. flat and round bars, various sizes, 126 items. Tender No. S/144, bid deadline Jan. 18. Superintendent, Stores & Purchase, Bharat Heavy Electricals Ltd., Tiruchira Palli-14, Madras. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1467), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee (not refundable), $2.10 each.

● 1588 m.t. seamless steel tubing, various sizes, 145 items. Tender No. S/143, bid deadline Feb. 1. Superintendent, Stores & Purchase, Bharat Heavy Electricals, Ltd., Tiruchirappalli-14, Madras. Tender documents avail-

able from India Supply Mission (Ref. No. D/ENQ/1466), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee (not refundable), $2.10 each.

● **IRAN**—Joint bars and fastenings: 25,000 joint bars, 75,000 bolts and nuts and 75,000 spring washers. Tender No. 43/1535, bid deadline March 14. Purchasing Dept., Iranian State Railways, Maidan Rah Ahan, Tehran. Tender documents and drawings available for review only in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

PAKISTAN—Galvanized plain sheets, sizes: 8 x 4′, 8 x 3′, 6 x 3′; gauges: 24, 26, 28, 30; requests replies from manufacturers with price quotations c&f, Karachi; direct purchase and agency. National Commercial Enterprises Ltd. (importer, manufacturers' agent), Queens Rd., Karachi-2. WTD 8/27/59.

● **SUDAN**—750 rolled steel tires for locomotive wheels. Tender No. 3125, bid deadline Jan. 21. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

● 2000 axles for railway carriage and wagon wheels. Tender No. 3083, bid deadline Jan. 21. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

334 Secondary Smelting, Refining of Nonferrous Metals, Alloys

NETHERLANDS—Solder wire coils, resin cored. Direct purchase and agency. Requests quotations from manufacturers only. N.V. v/h van Heck & Co. (importer, wholesaler, exporter), 54 Scheepmakershaven, or P.O. Box 391, Rotterdam. WTD 8/17/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

MOROCCO—Brass and copper discs, all diameters and thicknesses, for manufacturing and pressing plates, ashtrays, similar items produced by Moroccan handicraft industry. Quotations Casablanca. Omnium Africain d'Echanges Internationaux (importer/agent), 80 Ave. Lalla Yacout, Casablanca. WTD 12/16/64.

336 Nonferrous Foundries

★★ SPAIN—Trade Mission

Aluminum cooking utensils for household, hotel, hospital and restaurant trade. Sr. D. Castos Ramos, Radoca, S.L. (distributor), Goya, 67, Madrid. WTD 11/12/64. TM 56.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Small tools, equipment for maintenance of gas and water piping; direct purchase and agency. USIBA—L'Usine et le Batiment (wholesaler), 4 Rue de la Republique, Romainsville (Seine). WTD 12/4/64.

● **INDIA**—Six extra large, two jaw screw type pullers with associated equipment. Tender No. 858/Beas/PR/53935/W-509, bid deadline Jan. 28. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Tenders available from India Supply Mission, 2536 Massachusetts Ave., N.W. Washington, D.C. 20003, (Ref. D/ENQ/1481).★ (Telephone: 202-WO 7-5589).

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Oil heaters, portable and stationary, for use at building sites or other commercial or industrial purposes. Requests replies from manufacturers only with price quotations fob U.S. ports. Hans Wilms oHG (importing distributor), Postfach 93, 407 Rheydt. WTD 2/26/64.

344 Fabricated Structural Metal Products

● **AUSTRALIA**—Supply, delivery, erection, testing, putting into service and maintenance of one, alternatively two, 300,000 lb. per hour boilers with auxiliary equipment; 300,000 lb. of steam per hour at 625 lb. per sq. inch, 865°F, at Calcap Power Station in Central Queensland. Specification No. CC/5 Parts 1 and 2, bid deadline April 21, 1965. The State Electricity Commission of Queensland, Box 10A, G.P.O., Brisbane, Queensland. Specifications available for $280 at Australian Government Trade Commissioner's offices in New York, Chicago, San Francisco. Duty on boilers is 50% plus 5% primage or 55% total. One copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

SOUTH AFRICA—Gas cylinders, liquid petroleum. African Oxygen Ltd. (importer, manufacturer, wholesaler, retailer), P.O. Box 5404, Johannesburg. WTD 11/19/64.

345 Screw Machine Products

PAKISTAN—Bolts, nuts, screws, rivets, washers, other industrial fasteners; ferrous and nonferrous; $25,000. Direct purchase and agency. K. B. Corp. (importer, distributor), 8A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

346 Metal Stampings

★★ SPAIN—Trade Mission

Stainless steel, cast iron cooking utensils, Teflon lined fry pans, enamel ware, tinware for household, hotel, hospital, restaurant trade. Sr. Casto Ramos, Radoca S.L. (distributor), Goya, 67, Madrid. WTD 11/12/64. TM 63.

349 Fabricated Metal Products

INDIA—Water level gages, boiler mountings, fittings. C. Vadilal & Co. (wholesaler, exporter), 40 Nagdevi Cross Lane, Bombay 3. WTD 12/16/64.

● **SUDAN**—Supply of 24 sets of freight car springs; each set to consist of 4 groups, each group to include 4 coil and 1 elliptic spring; coil springs ¾" wire diameter, elliptic spring 9/32" leaf thickness. Tender No. 3139, bid deadline Jan. 27. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-4816).

● **UAR**—Supply of 20 complete sirens for use in air raid system. Tender No. 62/63/301F, bid deadline Feb. 23. The Director of Stores & Purchases, Telecommunications Organization, Opera Exchange Bldg., Cairo.★ (Telephone: 202-WO 7-2939).

351 Engines, Turbines

● **AUSTRALIA**—Supply, delivery, erection, testing and putting into service and maintenance of one, alternatively two, 30,000 kw turbo-generators with auxiliary equipment to be installed at Calcap Power Station in Central Queensland, Australia. Specification No. CC/4, bid deadline April 7, 1965. The State Electricity Commission of Queensland, Box 10A, G.P.O., Brisbane, Queensland. Specifications available for $280 at Australia Government Trade Commission offices in New York, Chicago, San Francisco. Customs duty rates: blocks, nozzles, diaphragms, gland strips, tachometers and worm wheels are 7%, balance of turbine is 40%. One copy of specifications available for review only, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

352 Farm Machinery

MEXICO—Used agricultural machinery such as caterpillar tractors (D-4, D-6, D-7) equipped with bulldozers; seeders; balers; harrows; disk plows; pickers; mowers; rakes; hammer mills; one-kilowatt electric plants. Requests replies in Spanish. Union de Credito Ganadero del Sur de Sonora, S. A. de C. V. (cattle and feed growers union), Calle Miguel Aleman Num. 555 Sur, Despacho Num. 15, Ciudad Obregon, Sonora. WTD 10/29/64.

353 Construction, Mining, Material Handling Machinery

● **BURMA**—One diesel powered road roller, 3 wheeled, 6 to 8 ton variable weight, with various attachments; five diesel powered road rollers, 8 to 10 ton variable weight; one diesel powered road roller, 3 wheeled, 10 to 12 ton variable weight, accessories and certain spare parts. Tender No. 2/MACH:23/G-1(64-65), bid deadline Feb. 8. Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon. Cable: GOVSTORES RANGOON.★ (Telephone: 202-WO 7-5566).

★★ GREECE—Trade Mission

Elevators for installation in homes, offices, hotels; direct purchase and agency. Basil Dafinis (agent, importer), Dikitiriou 3, Thessaloniki. WTD 12/21/64. TM 67.

● **INDIA**—Four 40 hp. electric, man riding, hoists with accessories and spare parts. Tender No. AEE/P/CAP/9710, bid deadline Jan. 18. Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● Four electric power shovels, 1½ cu. yd. capacity. Global tender No. 846/Beas/PR/51334/A-1627, bid deadline Feb. 11. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Documents available free of charge from India Supply Mission (Ref.: D/ENQ/1475), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **IRAN**—70 units of wagons and requirements; 7200 meter decovils (rail network for mines). Bid deadline Feb. 24. Steel Mill Corp. of Iran, No. 35 Forsat Ave., Tehran. Conditions and specifications available only in Persian. It is suggested that interested U.S. companies pursue this tender through their agents in Tehran.

354 Metalworking Machinery

FINLAND—Air pressure hand tools for drilling, cutting, for use in the manufacture of commercial, domestic refrigerators. Requests descriptive literature and long-term credit terms. Firma Norpe (manufacturer, exporter), Lapinlahdenkatu 8, Helsinki. WTD 1/13/64.

FRANCE—Electrical and/or pneumatic tools, used in building industry; direct purchase and agency. USIBA—l'Usine et le Batiment (wholesaler), 4 Rue de la Republique, Romainsville (Seine). WTD 12/4/64.

★★ GREECE—Trade Mission

Machinery and equipment to manufacture radiators for circulating hot water (low pressure) for residential, commercial use. Tech-

noplast, Paul Manakidis (manufacturer), 19 Komninon Str., Thessaloniki. WTD 12/21/64. TM 56.

● **INDIA**—Automatic pipe and bolt threading machines, heavy duty, suitable for threading pipes ½" to 4" and bolts ⅜" to 1½". Tender No. 880/PR/55348/W-18594, bid deadline April 5. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Hoshiarpur. Specifications and bidding conditions available without charge from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/Enq/1489.

● Portable precision grinders suitable for all open type commutators and rings, size 8". Commutator resurfacer equipped with wood block handles, grades—course, medium, fine, precision, size 2 x 2 x 8. Tender No. 857/Beas/PR/54271/W-18249, bid deadline Jan. 27. Chief Purchasing Officer, Beas Purchase Organization, P. O. Talwara Township, Hoshiarpur. Specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. Q/ENQ/1480.

● **NEW ZEALAND**—Precision thread grinding machine, 11" between centers, 3½" height of centers, 6" max. dia. to be ground. Tender No. SMQ—4304, bid deadline Jan. 25. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specification available from New Zealand Senior Trade Commissioner in the United States, 1145 19th St., NW., Washington, D.C. 20036.

● **SUDAN**—Lathe, 3½" center, 16-18" distance between centers, 20-1500 RPM spindle speed. Tender No. 3211, bid deadline Jan. 25. Sudan Government, Purchasing Agent, 3-5 Cleveland Row, St. James, London.★ (Telephone: 202-WO 7-5652).

● **UAR**—2 radial drilling machines, 35 mm drilling capacity, center distance of spindle to column face 400/1200 mm, 12 spindle speeds, 8 spindle feeds; vertical turning mill, max. turning dia. 800 mm, height under crossrail 700 mm; vertical milling machine, longitudinal feed 400 mm, stroke of quill 70 mm, tablesize 710 x 225 mm, turret lathe, 530 mm swing, length of bed 630 mm; surface grinding machine, working surface of table 600 x 2000 mm, longitudinal travel of 2920 mm. Tender No. and bid deadline not stated. Helwan Military & Diesel Industries Co., Helwan, Egypt.

UGANDA—Metal can making machinery. Brochures, technical data, prices required. Mr. V. P. Rajani, Mbarara Traders (importer, wholesaler), P.O. 90, Mbarara. WTD 12/16/64.

355 Special Industry Machinery

● **BURMA**—Varying quantities of printing accessories: Setting rulers, steel rulers, type alignment gages, engraving carbon rods, embossing powder, printing varnish. Tender No. 020/INK/(9) 64/65, bid deadline Jan. 25. Manager, Procurement Section, Paper Printing & Photographic Stores, People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Automatic wrapping equipment used by commercial laundry, dry-cleaning industries. Ets. G. Mechin & Fils (manufacturer), 19 Rue de Sevres, Boulogne-sur-Seine (Seine). WTD 8/22/63.

GERMANY—Circular knitting machines; circular linking machines; finishing machines for knitted goods; hosiery machines for fully-fashioned outerwear such as pull-overs; double rib looms for carpet industry. Direct purchase and/or agency. Requests replies from manufacturers only. Quotations f.o.b. factory or Eastern Coast. Ernst-Peter Juettner (importer, wholesaler, sales agent), 39 Schweidnitzerstrasse, 4 Duesseldorf. WTD 12/11/64.

★★ **GREECE—Trade Mission**

Optical lens grinding, polishing machinery for bifocal lens, spherical, cylinder; for prescription, mass production glasses. John S. Candarjis (manufacturer, agent), 1 Nikita St., Piraeus. WDT 12/14/64. TM 2.

Injection molding machines for plastic industry. Mr. Achilefs Elatopoulos, Ebem Rubber Co., Nea Xilladika 10, Thessaloniki. WTD 10/27/64. TM 70.

Cleaning, sifting machinery for aromatic herbs. Konstantin Dokivitsh, Dokivitsh & Peitsis, 32 Frangon St., Thessaloniki. WTD 12/21/64. TM 63.

NORWAY—Hobby tools, do-it-yourself kits; woodworking machinery; direct purchase and agency. Mr. Sigurd Otterlei. Adax Fabrikker (manufacturer), Svelvik. WTD 3/20/64.

● **PAKISTAN**—Bookbinding machinery and equipment: 42" paper cutter, book sewing machine, folding machine, numbering and perforating machine, other associated equipment. Tender No. S-12/213/64-65, bid deadline Jan. 26. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-WO 7-5589).

Artsilk sizing plant, capacity 1,000 lb. per 8-hr. day; hosiery cloth washing plant, up to 10 tons per day. K. B. Corp. (importer, distributor), 8 A Shahalam Market, Lahore, West Pakistan. WTD 12/18/64.

★★ **SPAIN—Trade Mission**

CO_2 & nitrogen equipment for brewery trade. Mr. Domingo Cadevall Alarge, General Manager, Moline, S.A. (manufacturer), Carretera Castellar 15, Tarrasa. WTD 12/2/64. TM 274.

Woodworking machinery, wood graining machinery. Jose Ma. Lluro (manufacturer), Muntaner 65, Barcelona. WTD 12/9/64. TM 309.

Machinery for bleaching, sanforizing. Mr. Jorge Creus Patyot, General Manager, S. F. Vila, S.A. (textile finisher), San Juan de Malta 82, Barcelona. WTD 12/9/64. TM 272.

UGANDA—Paper and wood box-making machines. Tire retreading machinery. Brochures, technical data, prices required. Mr. V. P. Rajani, Mbarara Traders (importer, wholesaler), P.O. Box 90, Mbarara. WTD 12/16/64.

356 General Industrial Machinery

ENGLAND—Light engineering products such as mixers for resin-based compounds, new automotive equipment. Casassus & Co. (Trading) Ltd. (importers), Lloyd's Bank Chambers, 125 Oxford St., London, W.1. WTD 11/27/64.

FINLAND—Electro-static painting, spraying plant complete with large baking oven, 30-40 ft. deep, for use in the manufacture of commercial, domestic refrigerators. Requests descriptive literature and long-term credit terms. Firma Norpe (manufacturer, exporter), Lapinlahdenkatu 8, Helsinki. WTD 1/13/64.

GERMANY—Packaging machinery for stockings. Direct purchase and/or agency. Requests replies from manufacturers only. Quotations f.o.b. factory or Eastern Coast. Ernst-Peter Juettner (importer, wholesaler, sales agent), 39 Schweidnitzerstrasse, 4 Duesseldorf. WTD 12/11/64.

Gas or oil fired steam cleaning machines (portable); automotive, industrial; importing distributor requests replies from manufacturers only with price quotations f.o.b. U.S. ports. Hans Wilms oHG Postfach 93, 407 Rheydt. WTD 2/26/64.

ISRAEL—Packaging and marking machines, supplies. Requests brochures, catalogs, price lists. Direct purchase and exclusive agency. Ariz Ltd., 64 Hagdud Haivri St., Tel Aviv. WTD 1/21/64.

NORWAY—Air compressor, water cooled, 4-stage, for production of liquid air. Specifications: 5 cubic meters (177 cubic feet) per minute at pressure of 250 kg per sq. centimeter. Industrihuset A/S (importing wholesaler, manufacturer's agent), 4 Kongensgate, Oslo. WTD 12/7/64.

SOUTH AFRICA—Generators, acetylene, oxygen. African Oxygen Ltd. (importer, manufacturer, wholesaler, retailer), P.O. Box 5404, Johannesburg. WTD 11/19/64.

357 Office, Computing, Calculating Machines

AUSTRALIA—Small adding machines, electric. Starande Finance Co. Ltd. (importer, wholesaler), Finance House, Water St., Brisbane, Queensland. Attn: Mr. Hopkins. WTD 12/4/64.

358 Service Industry Machines

AUSTRIA—Humidifiers, room airconditioners, airconditioning plants, particularly split systems; related measuring instruments. Direct purchase or manufacturer's representation. Urban & Co. (importer, wholesaler, manufacturers' representative), Schallergasse 6, Vienna XII. WTD 12/14/64.

● **COSTA RICA**—Six air conditioners, 6-ton capacity, for installation in grain-drying chambers. Tender No. 852-A, no deadline specified. Consejo Nacional de Produccion, P.O. Box 2205, San Jose.★ (Telephone: 202-WO 7-5589).

● Supply of three laundry washer-extractor units, capacity 375-400 lb. and one with capacity of 100 lb.; one ironer similar to "Sager A" model; two laundry weighing scales, capacity 800 lb.; one basket hamper to transfer clean clothes, one to transport damp clothes, one to transport clean and ironed clothes. Tender No. 64-450, bid deadline Jan. 29. Terms and specifications in Spanish. Correspondence preferred in Spanish. Caja Costarricense del Seguro Social, P.O. Box 1317, San Jose.★ (Telephone: 202-WO 7-2939).

FINLAND—Machinery, equipment used for the manufacture of commercial, domestic refrigerators. Specially interested in 50-ton bending machine; large "guillotine" cutting machine; polyurithane insulation forming machine, 50 lb. capacity. Requests descriptive literature and long-term credit terms. Firma Norpe (manufacturer, exporter), Lapinlahdenkatu 8, Helsinki. WTD 1/13/64.

FRANCE—Washing machines, laundry, commercial; direct purchase and agency. Pierrette Blanchisseuse-Renolleau & Cie. (laundry), 17 Rue Sadi Carnot, Malzeville-Nancy (M. & M.). WTD 11/27/64.

GERMANY—Air conditioning units for homes and offices, portable and stationary, 220 v., A.C.; importing distributor requests replies from U.S. manufacturers only with price quotations c.i.f. Rotterdam. Kloeckner Reederei und Kohlenhandel GmbH, 27-33 Memelstrasse, 41 Duisburg. WTD 1/14/64.

KUWAIT—Air conditioners, room, central. Sagar Engineers (contractor), Thunayan Al-Ghanim Bldg., POB 3288, Kuwait. WTD 11/24/64.

PAKISTAN—Room air conditioners: 1, 1½, 2, 2½ tons; requests replies from manufac-

turers with price quotations c & f, Karachi; direct purchase and agency. American Refrigerators Co. (importer, manufacturer's agent), Dilkusha Bldg., McLeod Rd., Karachi. WTD 6/2/64.

SPAIN—All types of catering equipment used in cafeterias, restaurants, hotels. Direct purchase and exclusive agency. Rio Sal, S.A. (importer, agent), Leganitos 16, Madrid. WTD 12/18/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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361 Electric Transmission, Distribution Equipment

● **AUSTRALIA**—Supply and erection of two 40 mva, 132/11kv, three phase, 50 cycle transformers and sufficient oil for first filling of both transformers. Tender No. E.517, bid deadline March 17. Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, (SMA), P.O. Box 332, Cooma North, N.S.W. Specifications available from Snowy Mountains Hydro-Electric Authority for $4.50 each. Copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

FRANCE—Electronic measuring equipment, for aircraft; direct purchase and agency. Scintex (manufacturer, dealer), 65 Rue de l'Industrie, Coubevoie (Seine). WTD 10/7/64.

● **GREECE**—Supply and erection of one-60,000/66,000 kva, three phase, 50 cycle, oil-immersed transformer and parts. Supply of 15-9,000 kva, three phase, 50 cycle, oil immersed transformers. Tender No. PAP/1898, bid deadline Jan. 30. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens.★ (Telephone: 202-WO 7-4242).

● Supply of one set of 15 kv metalclad switchgear, complete with accessories. Tender No. DMKD-428, bid deadline Feb. 10. Public Power Corp. (DEH). Purchasing Division, 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

★★ SPAIN—Trade Mission

Electric switchgear, circuit breakers, relays; will rework U.S. made switchgear, distribution panels, electric motor starters to Spanish electrical specifications. Mr. Francisco Escudi, Director General, Agut, S.A. (manufacturer), Marques de Comillas 1, Tarrasa, Barcelona. WTD 12/3/64. TM 296.★

● **SUDAN**—Supply of 55 three-phase, 11,000/433/250 volt, 50-cycle distribution transformers with kva ratings ranging from 25 kva to 1,000 kva. Tender No. CEWA/E/265/64, bid deadline Jan. 17. General Manager, Central Electricity & Water Administration, (Republic of the Sudan) P.O. Box No. 1380, Khartoum.★ (Telephone: 202-WO 7-4242).

● **VENEZUELA**—Supply of eleven motor control centers; one 120/203 volt and one 400 volt distribution panel; one 112.5 kva transformer; one 400 amp, 240 volt tripolar circuit breaker. Bid deadline April 1. Gerencia de Construccion of EDELCA, Avenida La Estancia, Edificio No. 10, Piso 13, oficina 110, Caracas. Interested firms must present documents of qualification. Upon being declared qualified, interested firms must submit bids through an authorized representative.

362 Electrical Industrial Apparatus

● **BURMA**—Supply of mild steel, alloy, stainless, hardfacing and nonferrous electrodes plus oxy-acetylene welding accessories. Tender No. 17/Machinery(23)/G-4(64-65), bid deadline Jan. 18. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

PAKISTAN—Diesel generating sets, over 25 kilowatts. Direct purchase and agency. Mankee Corp. (importer, distributor), 20 Beadon Rd., Lahore, West Pakistan. WTD 12/16/64.

363 Household Appliances

GERMANY—Attachments for industrial sewing machines which assist in automation of single sewing operations. Replies from manufacturers only; f.o.b. New York or c.i.f. Hamburg or Bremen; direct purchase and agency. Duerkoppwerke AG (manufacturer, agent, importer, exporter), 3 Schillerplatz, 48 Bielefeld. WTD 11/20/64.

Industrial, electric sewing machines and buttonhole apparatus. Direct purchase and/or agency. Requests replies from manufacturers only. Quotations f.o.b. factory or Eastern Coast. Ernst-Peter Juettner (importer, wholesaler, sales agent), 39 Schweidnitzerstrasse, 4 Duesseldorf. WTD 12/11/64.

PAKISTAN—Household refrigerators, 5 to 10 cu. ft.; requests replies from manufacturers with price quotations c & f Karachi; direct purchase and agency. American Refrigerators Co. (importer, manufacturers' agent), Dilkusha Bldg., McLeod Rd., Karachi. WTD 6/2/64.

Broilers, coffee percolators, food mixers, ice cream freezers, hair dryers, hot plates, irons, juice extractors, roasters, toasters, stoves, ovens; value $20,000. Direct purchase and agency. Mankee Corp. (importer, distributor), 20 Beadon Rd., Lahore, West Pakistan. WTD 12/16/64.

SOUTH AFRICA—Refrigerators, household and house trailer size run by butane gas. African Oxygen Ltd. (importer, manufacturer, wholesaler, retailer), P.O. Box 5404, Johannesburg. WTD 11/19/64.

Household appliances, all types, for 220 volts, 50 to 60 cycles. Polliack Enterprises (Pty) Ltd. (importer, wholesaler, sales agent), P.O. Box 6113, Johannesburg. WTD 12/1/64.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Supply of 50,000 one-inch, 10-watt, 230 volt, bi-pin, daylight type fluorescent lamps; 10,000—30-watt, 220/230 volts, 50-cycle, 4 pin cap, daylight type circuline fluorescent tubes; 5,000—40-watt circuline fluorescent tubes; 3,000 sets of 4″, 40-watt fluorescent lamp fittings; 15,000 sets of 1″, 10-watt fluorescent lamp fittings and 120,000—230-volt fluorescent lamp starters comprised of 50,000—40-watt, 50,000—20-watt and 20,000—10-watt. Tender No. 70/EL(P)64-65, bid deadline Jan. 25. Division Manager, Electrical Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-4242).

● **SUDAN**—Supply of fluorescent lighting equipment for Sudan Railways coaches. Contract No. 3138, bid deadline Feb. 10. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

FRANCE—Amplifiers (modulus type); direct purchase and agency. SEPTA—Societe d'Exploitation et de Production des Techniques Avancees (importer, sales agent), 13 Rue de Tiquetonne, Paris 2. WTD 11/27/64.

PAKISTAN—Portable television receivers. Direct purchase and agency. Mankee Corp. (importer, distributor), 20 Beadon Rd., Lahore, West Pakistan. WTD 12/16/64.

SOUTH AFRICA—Radio receivers, AM auto, AM portable, AM table models; AM-FM combinations and tape recorders. Polliack Enterprises (Pty) Ltd. (importer, wholesaler, sales agent), P.O. Box 6113, Johannesburg. WTD 12/1/64.

366 Communications Equipment

IRAN—Spare parts for telegraph terminal set CF-2; spare parts for telephone terminal set TCC-3; spare parts and equipment for military radios SCR 193, 499, 536; AN/GRC-9; Narco Simplexer VC-27 (VHF); Sun Air T-10; direct purchase and agency. Lt. Colonel Fred J. Frank, Advisor to Chief Dept. of Signal, Imperial Iranian Gendarmerie Headquarters (government agency), Simetri Ave., Tehran.

● **UAR**—Supply and installation of telegraph relay office equipment at Cairo and Alexandria. Commodities include teleprinters, inter-office exchange equipment, measuring and testing instruments, tools and associated equipment. Tender No. 19/64/301F, bid deadline May 3. Director of Stores & Purchases, Telecommunications Organization, Opera Exchange Bldg., Cairo.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

FRANCE—Professional electronic components and instruments for aeronautic industry; direct purchase and agency. SEPTA—Societe d'Exploitation et de Production des Techniques Avancees (importer, sales agent), 13 Rue de Tiquetonne, Paris 2. WTD 11/27/64.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Spare parts and supplies for military vehicles of all kinds. Replies from manufacturers of military vehicles only, c.i.f. European ports. Lange & Cosse (wholesaler, manufacturer, importer), 29 Ludwigstrasse, 563 Remscheid. WTD 7/20/64.

★★ GREECE—Trade Mission

Combination refrigeration, heating units for trucks. P. Tangalakis Inc. (manufacturer), Era Odos No. 64, Athens. WTD 12/14/64. TM 38.

PAKISTAN—Petrol and diesel engine spare parts, valued at $100,000. Direct purchase and agency. Mankee Corp. (importer, distributor), 20 Beadon Rd., Lahore, West Pakistan. WTD 12/16/64.

374 Railroad Equipment

● **BURMA**—Supply of 20 superheater element sets including clamps, washers, supports. Tender No. 566/L/16, bid deadline Feb. 7. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon. Tender conditions and drawings available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

● **AUSTRALIA**—Supply of one set of four fixed cycle climatic test chambers. Each chamber to be at least 12 ft. high with floor area not

less than 36 sq. ft. Tender No. Schedule C9717, bid deadline Feb. 4. The Controller, Stores & Contracts, Postmaster-General's Dept., 7th Fl., 114 Russell St., Melbourne, C.1, Victoria.★ (Telephone: 202-WO 7-2939).

FRANCE—Laser equipment (for Universities); direct purchase and agency. SEPTA—Societe d'Exploitation et de Production des Techniques Avancees (importer, sales agent), 13 Rue Tiquetonne, Paris 2. WTD 11/27/64.

GREECE—Scientific instruments and apparatus for biochemical research laboratories; visual aids. Requests replies from manufacturers. Direct purchase and exclusive agency. Bitepan E. Pachopou & Co. (importer, wholesaler, sales agent), P.O. Box 1074 Omonia, Athens. WTD 12/21/64.

● **PAKISTAN**—Supply of laboratory equipment and supplies including, but not limited to: Johnson-Taylor VI-12, insect section trap, 227V, A.C., 50 OPS; time switch and controller with extra magazines and discs; S.T.-4 laboratory sprayer tower; platinum crucibles. Tender No. S-4/562/Equip./64-65, bid deadline Jan. 26. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca 2.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRIA—Measuring instruments used in airconditioning, heating, testing of materials; machinery and equipment for destructive and non-destructive testing of materials. Direct purchase or manufacturer's representation. Urban & Co. (importer, wholesaler, manufacturers' representative), Schallergasse 6, Vienna XII. WTD 12/14/64.

FRANCE—Neutron detectors; direct purchase and agency. SEPTA—Societe d'Exploitation et de Production des Techniques Avancees (importer, sales agent), 13 Rue Tiquetonne, Paris 2. WTD 11/27/64.

GERMANY—Testing apparatus for use in manufacture of stockings. Direct purchase and/or agency. Requests replies from manufacturers only. Quotations f.o.b. factory or Eastern Coast. Ernst-Peter Juettner (importer, wholesaler, sales agent), 39 Schweidnitzerstrasse, 4 Duesseldorf. WTD 12/11/64.

● **INDIA**—Supply of one self indicating electrically operated self contained portable type compression testing machine. Tender No. SWP5/2161/017-A/1, bid deadline Feb. 6. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. D/ENQ/1492), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

383 Optical Instruments, Lenses

FRANCE—Fiber glass lenses, or similar; unmounted; minor optical instruments. Les Procedes Marcel Locquin (manufacturer, sales agent), 98 Rue de la Boetie, Paris 8. WTD 12/2/64.

384 Surgical, Medical, Dental Instruments

NORWAY—Hospital and operation theater furniture such as beds, operation tables, cabinets, trollies, lighting equipment; direct purchase and agency. A. Wettergreen & Co. A/S (importing wholesaler), 30 Tollbugaten, Oslo 1. WTD 12/8/64.

SOUTH AFRICA—Respirators for hospital and non-hospital use, anesthesia apparatus, regulators for oxygen equipment, excepting aircraft. African Oxygen Ltd. (importer, manufacturer, wholesaler, retailer), P.O. Box 5404, Johannesburg. WTD 11/19/64.

387 Watches, Clocks, Parts

FRANCE—Clocks, 8-day; wrist watches. La Reine Blanche (importer, retailer), 35 Ave des Gobelins, Paris 13. WTD 12/3/64.

Clocks, 8-day; wrist watches; direct purchase and agency. Societe Kody (importer, wholesaler), 78 Rue Turbigo, Paris 3. WTD 12/7/64.

Watchcases & Wrist-type, plastic. Societe Kody (importer, wholesaler), 78 Rue Turbigo, Paris 3. WTD 12/7/64.

● **SUDAN**—Supply of 115 electric synchronous clocks in following specifications: eight double face 22″ dial; 12 single face 12″ dial; 95 single face 6″ dial; all clocks should be insulated type for operation from 240 volts, 50 cycles, three phase A.C. supply. Contract No. 3210, bid deadline Jan. 26. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, S.W. 1., England.★ (Telephone: 202-WO 7-2939).

391 Jewelry, Silverware

FRANCE—Silverware, all kinds; jewelry items, all kinds. La Reine Blanche (importer, retailer), 35 Ave. des Gobelins, Paris 13. WTD 12/3/64.

Silverware, all kinds; jewelry items of semi-precious metals for men and women. Marchet (dealer), 4 Rue Henri Barbusse, Levallois-Perret (Seine). WTD 12/3/64.

393 Musical Instruments, Parts

SOUTH AFRICA—All types of reed, brass, string, percussion instruments; pianos; musical supplies. Polliack Enterprises (Pty) Ltd. (importer, wholesaler, sales agent), P.O. Box 6113, Johannesburg. WTD 12/1/64.

394 Toys, Amusement, Sporting Goods

NORWAY—Toys, especially miniature cars, dolls, other items suitable for sale in department stores and self-service stores. Requests replies from manufacturers only. Scala Marketing A/S (importing wholesaler), Gronlandsleret 31, Oslo. WTD 6/29/64.

395 Pens, Pencils, Office, Artists' Materials

SOUTH AFRICA—Drafting stationery requisites. U.T. Supplies (Pty) Ltd. (importer, wholesaler, agent), P.O. Box 5585, Johannesburg. WTD 9/30/64.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Fancy jewelry, all kinds. La Reine Blanche (importer, retailer), 35 Ave. des Gobelins, Paris 13. WTD 12/3/64.

Fancy jewelry, all kinds. Marchet (dealer), 4 Rue Henri Barbusse, Levallois-Perret (Seine). WTD 12/3/64.

509 Miscellaneous Wholesalers

PAKISTAN—Kraft paper cuttings, waste; paper bags; wrapping paper; damaged cartons, corrugated paper board and boxes, valued at $200,000; waste should be free of all foreign matter. Sethi Straw Board Mills Ltd. (manufacturer), Rahwali, Dist. Gujranwala. WTD 9/25/64.

739 Business Services

★★ **SPAIN**—Trade Mission

Market research and complete counseling service to U.S. firms wishing to do business in Spain, including training of administrative personnel, productivity methods, distribution, labor, taxation. D. Jose Miguel Arategui, Technical Advisor, Tecnicos Especialistas Asociados S.A., Arapiles 18, Madrid 15. WTD 12/18/64. TM 65.

891 Engineering, Architectural Services

★★ **SPAIN**—Trade Mission

Contracting firm specializing in road building, railroad track-laying, roadbed work desires to make connection with U.S. firm who could assist with technical planning and participate in foreign contracts which both may have; desires know-how of good organization and promotion. D. Rafael Gonzalez Rodriguez, Director General, Vias y Construcciones, S.A., (manufacturer, contractor), Mayor 6, Madrid (13). WTD 12/4/64. TM 40.★

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farms

SOUTH AFRICA—Shelled walnuts; exclusive agency sought for processors only or their sole export house. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

201 Meat Products

SOUTH AFRICA—Hog and sheep sausage casings; exclusive agency sought for processors only or their sole export house. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

202 Dairy Products

INDIA—Skimmed and whole milk powder. Requests replies from manufacturers or exporters. Morlidhar Premchand & Co. (manufacturers' representative, indent agent), 3rd Floor, 154/156 Kalbadevi Rd., Post Box 2509, Bombay 2. WTD 12/17/64.

203 Canning, Preserving Food

BELGIUM—Salmon, preferably from Alaska packers. INTRAGO—International Trading & Agencies Office (importer, agent), 167 Ave. Emile Max, Brussels. WTD 12/2/64.

SOUTH AFRICA—Canned asparagus, jams and California dates; exclusive agencies sought for processors only or their sole export house. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

209 Food Preparations

★★ **GREECE—Trade Mission**

Alfalfa, soybean meal, cakes. Ionios Shipping

& Trading (importer), 6 Panepistimiou St., Athens. WTD 12/9/64. TM 9.★

SOUTH AFRICA—Jelly pectin; exclusive agency sought for processors only or their sole export house. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

220 Textile Mill Products

CANADA—Woolens and silks for women's coats, suits, dresses. Silk and nylon for manufacture of umbrellas. Requests replies from manufacturers only. Gaston Terral Reg'd (manufacturers' agent), 2984 Labonte, Fontainebleau, Ville Jacques-Cartier, Quebec. WTD 12/21/64.

GERMANY—Cotton or worsted wool fabrics, pure or blended with synthetic fibers; denims, elastic fabrics, pure synthetic fabrics, fabric for work clothes; imitation furs. Offers preferred from manufacturers. Exclusive representation desired. Hans Bumke (sales agent), Dobbenweg 9, 28 Bremen. WTD 12/17/64.

221 Broad Woven Fabric Mills, Cotton

★★ GREECE—Trade Mission

Cotton dress, shirt fabrics. Henri S. Mallah, 26 Venizelou St., P.O. Box 104, Thessaloniki. WTD 12/21/64. TM 59.

SOUTH AFRICA—Cotton rayon mixtures, general cotton synthetic mixtures, textiles suitable for men's women's, children's garments. Requests replies from manufacturers only. Leon Benn Agencies (sales agents), P.O. Box 15697, Siemend, Transvaal. WTD 12/15/64.

Cotton, broad-woven fabrics, cotton-rayon mixtures. Marshall Hinds (Pty) Ltd. (sales agent), P.O. Box 8039, Johannesburg. WTD 10/1/64.

Cotton broad woven fabrics; turkish and terry woven toweling; bedspread fabrics; cotton drapery fabrics. Requests replies from manufacturers. E. Rizzolio & Co. (1964) (Pty) Ltd. (sales agent), P.O. Box 4655, Johannesburg. WTD 12/11/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

ENGLAND—Synthetic fabrics for manufacturing garments, particularly blouses, lingerie, sleepwear, housecoats. Would like to hear from manufacturers or groups capable of supporting several thousand dollars trade annually. Herbert Sutton Ltd. (sales agent), Evelyn House, 62 Oxford St., London, W.1. WTD 5/1/64.

SOUTH AFRICA—Rayon drapery fabrics. Requests replies from manufacturers. E. Rizzolio & Co. (1964) (Pty) Ltd. (sales agent), P.O. Box 4655, Johannesburg. WTD 12/11/64.

223 Broad Woven Fabrics, Wool

SOUTH AFRICA—Woolen drapery fabrics; woolen fabrics for apparel. Requests replies from manufacturers. E. Rizzolio & Co. (1964) (Pty) Ltd. (sales agent), P.O. Box 4655, Johannesburg. WTD 12/11/64.

Woolen-worsted fabrics, apparel, woven. Marshall Hinds (Pty) Ltd. (sales agent), P.O. Box 8039, Johannesburg. WTD 10/1/64.

227 Floor Covering Mills

NORWAY—Carpets and rugs: Axminster, Wilton, tufted. Lars Rollum (manufacturers' agent), 6 Konvallveien, Oslo. WTD 9/6/63.

229 Textile Goods

CANADA—Lace for women's underwear, blouses, dresses. Requests replies from manufacturers only. Gaston Terral Reg'd (manufacturers' agent), 2984 Labonte, Fontainebleau, Ville Jacques Cartier, Quebec. WTD 12/21/64.

SOUTH AFRICA—Linen fabrics. Marshall Hinds (Pty) Ltd. (sales agent), P.O. Box 8039, Johannesburg. WTD 10/1/64.

230 Apparel

FRANCE—Raincoats, other ready-made waterproof garments for men and women; medium-priced articles of good quality. Huracan France (wholesaler), 14 Blvd. Thiers, Saint-Jean-de-Luz, Basses-Pyrenees. WTD 12/8/64.

235 Hats, Caps, Millinery

SOUTH AFRICA—Millinery, ready-made or models; millinery materials. Requests replies from manufacturers only. Leon Benn Agencies (sales agent), P.O. Box 15697, Siemend, Transvaal. WTD 12/15/64.

239 Fabricated Textile Products

CANADA—Embroideries for women's underwear, blouses, dresses. Requests replies from manufacturers only. Gaston Terral Reg'd. (manufacturers' agent), 2984 Labonte, Fontainebleau, Ville Jacques-Cartier, Quebec. WTD 12/21/64.

SOUTH AFRICA—Bedspreads, all types. Requests replies from manufacturers. E. Rizzolio & Co. (1964) (Pty) Ltd. (sales agent), P.O. Box 4655, Johannesburg. WTD 12/11/64.

240 Lumber, Wood Products

ENGLAND—Lumber, hardwood, softwood, logs; plywood; fiber boards, hardboards. Barker & Ashton Ltd. (brokers, sales agents), 15 Fish St. Hill, London, E.C.3. WTD 12/7/64.

241 Logging Camps, Logging Contractors

GREECE—Douglas fir. Importer, wholesaler, sales agent requests replies from exporters. Direct purchase and agency. J. S. Mastoras, 9 Kolokotroni St., Athens 125. WTD 11/30/64.

262 Paper Mills

★★ GREECE—Trade Mission

Fancy papers, foils for packaging trade. Michael Michaelovitch (importer), 28 Katouni St., Thessaloniki. WTD 12/21/64. TM 66.

281 Industrial Chemicals

★★ GREECE—Trade Mission

Complete line of alkyd resins for paints; vinylated alkyd resins, esters for drying inks, certain paints. Exclusive representation. Mr. D. Delicouras, N. CH. Delicouras & Sons (agent), P.O. Box 430, Athens. WTD 12/14/64. TM 21.

Anti-oxidants for two purposes: in addition to refrigeration, helps preserve fish until fishing vessel returns to port and to add to oil in which fish are packed in cans. J. Moscholios Corp., 22 Veranzerou St., Athens 102. WTD 12/14/64. TM 52.

282 Synthetic Materials

SOUTH AFRICA—Acrylic fiber; rayon, acetate, non-cellulose synthetic fibers. Requests replies from manufacturers. E. Rizzolio & Co. (1964) (Pty) Ltd. (sales agent), P.O. Box 4655, Johannesburg. WTD 12/11/64.

283 Drugs

★★ GREECE—Trade Mission

Complete line of pharmaceuticals. Dr. K. Damvergis, Damvergis A.E. (agent, manufacturer), Eleftheriou Venizelou 39, Athens. WTD 12/14/64. TM 17.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

★★ GREECE—Trade Mission

Complete line of cosmetics. Mr. Ch. Frangiadakis, Minerva Pharmaceutical Co. Ltd. (agent), P.O. Box 152, Athens. WTD 12/14/64. TM 14.

SOUTH AFRICA—Facial cosmetics; toilet preparations; excluding hair preparations; direct purchase and agency. Silhouette Chemical Works (Pty) Ltd. (manufacturer, distributor), P.O. Box 648, Pretoria. WTD 12/2/64.

Agency for cosmetics and toilet preparations requested by importer/wholesaler to beauty parlors. H. Merks & Company (Pty) Ltd., P.O. Box 7629, Johannesburg. WTD 9/23/64.

287 Agricultural Chemicals

ENGLAND—Agricultural spray chemicals for couch grass control. Michael Holden (agent), Ivy Cottage, Newick, Lewes, Sussex. WTD 12/11/64.

★★ GREECE—Trade Mission

Agricultural chemicals to broaden present line. Mr. Moshe Cordova, Chyma (distributor), Metropoleos 12, Athens. WTD 10/5/64. TM 8.

289 Chemical Products

SOUTH AFRICA—Borax-USP; boric acid; refined rock sulphur-99.9% pure; exclusive agencies sought for manufacturers only or their sole export houses. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

301 Tires, Inner Tubes

★★ GREECE—Trade Mission

Tires, tubes. A. P. Symeonides Bros. & Co. (distributor), 248 Monastiriou St., Thessaloniki. WTD 12/21/64. TM 69.

307 Plastics Products

★★ GREECE—Trade Mission

Wall covering, vinyl floor covering. L. & S. Pissalides (importer, distributor), 9 Syggrou St., Thessaloniki. WTD 12/21/64. TM 57.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GERMANY—Abrasives made of boron carbide for straight line lapping, new product, freight as per arrangement. Hans J. Ebke (wholesaler, agent, importer, exporter), 4 Reichenbergerstrasse, 588 Luedenscheid. WTD 11/19/64.

331 Steel Mill Products

★★ GREECE—Trade Mission

All sizes and grades of black steel sheets; galvanized steel sheets; tinplate, electrolytic, misprints. Spyros Kokinis (manufacturers' agent), 7 Alexander the Great, Thessaloniki. WTD 12/21/64. TM 64.

Galvanized sheets, tin plate for canneries. Henri S. Mallah, 26 Venizelou St., P.O. Box 104, Thessaloniki. WTD 12/21/64. TM 58.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Carpenters' hand saws,

all types; saw clamps, hand type. Agricultural hand tools, augers, screw drivers, bits, mitre boxes, chisels, clamps, calking guns, ball peen hammers, light forged hammers, wrenches, trowels. Sheare, tinners' snips. Builders' hardware, all types. Precision metalworking files; woodworking files, rasps. Auger bits, wood chisels, hatchets, woodworking planes, scythes, sickles, hand-type garden and lawn edge tools. Requests replies from manufacturers only. Torrance & Marcon (Pty) Ltd. (sales agent), P.O. Box 3414, Johannesburg. WTD 12/10/64.

349 Fabricated Metal Products

★★ GREECE—Trade Mission

Bathroom accessories. Mr. Stelios Deligari, Hellenic Ory Deligary (agent), 11 Aristotelous St., Thessaloniki. WTD 6/12/63 on Plastics S.A. TM 60.

352 Farm Machinery

★★ GREECE—Trade Mission

Machine-powered tobacco transplanters. Nikolaos Gannis, 13 Agiou Christoforou, Kozani. WTD 12/21/64. TM 65.

SOUTH AFRICA—Garden type tractors; motor tillers; attachments for same; lawn edgers, mowers, sweepers. Requests replies from manufacturers only. Torrance & Marcon (Pty) Ltd. (sales agent), P.O. Box 3414, Johannesburg. WTD 12/10/64.

353 Construction, Mining, Material Handling Equipment

BELGIUM—Stationary crushing, pulverizing, screening, transportation equipment; requests replies from manufacturers. Dolfilsco (agent), 103 Ave. de Broqueville, Brussels. WTD 8/25/64.

PORTUGAL—Seine and other fishnet mechanical hauling equipment of most modern design. Importer, wholesaler and sales agent requests descriptive material and quotations for direct purchase and exclusive representation. Equipamentos de Laboratorio, Lda., Rua Pedro Nunes 47, Lisbon. WTD 8/27/63.

354 Metalworking Machinery

SOUTH AFRICA—Metalworking equipment, all types, electric hand drills, grinders, polishers, saws, repair parts, attachments, for 220 volts 50-60 cycles. Requests replies from manufacturers only. Torrance & Marcon (Pty) Ltd. (sales agent), P.O. Box 3414, Johannesburg. WTD 12/10/64.

Lathes, centre, production, automatic, turret and capstan; milling machines, vertical, horizontal, universal, toolroom; boring mills, vertical and horizontal; grinding machines, internal, external, universal, surface; drilling machines, radial and pillar. Republic Machine Tools (importer, retailer, agent), P.O. Box 157, Jeppestown, Johannesburg. WTD 12/3/64.

355 Special Industry Machinery

BELGIUM—Plants for food industries, complete installation, requests replies from manufacturers. Dolfilsco (agent), 103 Ave. de Broqueville, Brussels. WTD 8/25/64.

Complete chemical manufacturing plants; requests replies from manufacturers. Dolfilsco (agent), 103 Ave. de Broqueville, Brussels. WTD 8/25/64.

Rubber and plastic processing machines and equipment. Dolfilsco (agent), 103 Ave. de Broqueville, Brussels. WTD 8/25/64.

★★ GREECE—Trade Mission

Machinery for processing food, dairy products, canning fruits, vegetables, fruit juices, bottling wine, beverages. Mr. Eleftheratos, Michael Eleftheratos (agent), Metropoleos Square 11, Athens. WTD 12/14/64. TM 35.

SOUTH AFRICA—Textile machinery, knitting machinery, clothing and other fabric working machines, dyeing and finishing machinery, spinning and preparatory machinery; weaving machinery. Marshall Hinds (Pty) Ltd. (sales agent), P.O. Box 8039, Johannesburg. WTD 10/1/64.

Machinery for plastic bag fabricating system. W. K. Croxton (Pty) Ltd. (importer, exporter, sales agent), P.O. Box 1368, Johannesburg. WTD 10/29/64.

Woodworking machinery, all kinds; leather working machinery. Requests replies from manufacturers only. Torrance & Marcon (Pty) Ltd. (sales agent), P.O. Box 3414, Johannesburg. WTD 12/10/64.

356 General Industrial Machinery

BELGIUM—Automatic wrapping machines for all kinds of industrial products; requests replies from manufacturer. Dolfilsco (agent), 103 Ave. de Broqueville, Brussels. WTD 8/25/64.

GERMANY—Micro filters and sieves, made of pure nickel, freight as per agreement. Hans J. Ebke (wholesaler, agent, importer, exporter), 4 Reichenbergerstrasse, 588 Luedenscheid. WTD 11/19/64.

357 Office, Computing, Accounting Machines

AUSTRALIA—Small manual calculating machines for use by businessmen; small manual adding machines for use in grocery stores. Starande Finance Co. Ltd. (importer, wholesaler), Finance House, Water St., Brisbane, Queensland. Att: Mr. Hopkins. WTD 12/4/64.

SOUTH AFRICA—Hand staplers. Steele & Co. (importer, wholesaler, sales agent), P.O. Box 251, Johannesburg. WTD 12/15/64.

358 Service Industry Machines

★★ GREECE—Trade Mission

Room air conditioners. Mr. Harold Velis, S.A. Ptsos (manufacturer, distributor), 6 Parnassou St., Pireaus. WTD 9/30/64. TM 29.

Complete line of air conditioning and refrigeration equipment; compressors, condensors, fan coils, packaged units. Exclusive importer, distributorship. Marcus C. Veremis, Hellenic Electrotechnical (manufacturers' representative, engineer, contractor), Bouboulinas 38, Athens. WTD 1/18/63. TM 18.★

Refrigeration coils for room coolers, cold storage rooms, low temperature freezers. Michael Eleftheratos (agent), 11 Metropoleos Square, Athens. WTD 12/14/64. TM 36.

★★ SPAIN—Trade Mission

Freezing and refrigeration equipment for hotels, bars, restaurants, cafeterias. Sr. D. Tomas Alvarez Rodriguez, Director, Frikey, S.A. (manufacturer, wholesaler), Alejandro Ferrant 3, Madrid 4. WTD 3/17/64. TM 31.

362 Electrical Industrial Apparatus

AUSTRALIA—Industrial instrumentation; air conditioning and refrigeration controls. Tecray Pty. Ltd. (manufacturer's representative), 1 Angus Ave., Epping, N.S.W. WTD 12/8/64.

363 Household Appliances

★★ GREECE—Trade Mission

Vacuum cleaners, floor polishers, small electrical household appliances. Mr. Harold Velis, S.A. Ptsos (manufacturer, distributor), 6 Parnassou St., Pireaus. WTD 9/30/64. TM 29.

SOUTH AFRICA—Household appliances, all types, for 220 volts, 50-60 cycles. Polliack Enterprises (Pty) Ltd. (importer, wholesaler, sales agent), P.O. Box 6113, Johannesburg. WTD 12/1/64.

364 Electric Lighting, Wiring Equipment

★★ GREECE—Trade Mission

Fluorescent lamps. Exclusive importer, distributorship. Marcus C. Veremis, Hellenic Electrotechnical (manufacturer's representative, engineer, contractor), Bouboulinas 38, Athens. WTD 1/18/63. TM 19.★

Regenerated fluorescent lamp tubes, lengths up to 72", in lots of 5,000. Titos T. Kamaras (agent), Praxitelous Street 23, Athens. WTD 12/14/64. TM 10.

365 Radio, Television Receiving Sets

GERMANY—Audio, hi-fi, stereo components, instruments; tape recording and reproducing equipment, accessories; tapes and records. Intermess Ingenieurbuero Arno A.U. Preihs (importer, sales agent), 6 Frankfurt am Main 1, Westendstrasse 46. WTD 12/15/64.

★★ GREECE—Trade Mission

T.V. sets. Mr. Andrew Apostolopoulos (agent), 10 Sofokleous St., Athens. WTD 11/13/63. TM 41.

SOUTH AFRICA—Radio receivers, AM auto, AM portable, AM table models; AM-FM combinations and tape recorders. Polliack Enterprises (Pty) Ltd. (importer, wholesaler, sales agent), P.O. Box 6113, Johannesburg. WTD 12/1/64.

366 Communication Equipment

GERMANY—Microphones; commercial telecommunications equipment; seeks agency for West Germany, Austria, Switzerland. Intermess Ingenieurbuero Arno A.U. Preihs (importer, sales agent), 6 Frankfurt am Main 1, Westendstrasse 46. WTD 12/15/64.

367 Electronic Components

GERMANY—Electronic components; data recording, processing equipment; transducers; amplifiers; analytical and control instruments; leak detectors; mass spectrometers. Seeks agency for West Germany, Austria, Switzerland. Intermess Ingenieurbuero Arno A.U. Preihs, 6 Frankfurt am Main 1, Westendstrasse 46. WTD 12/15/64.

369 Electrical Machinery Equipment, Supplies

SOUTH AFRICA—Roller operated automatic film processing machine for X-ray films. G.E.C. of South Africa (Pty) Ltd. (manufacturer, wholesaler), P.O. Box 2406, Johannesburg. WTD 5/12/64.

381 Engineering, Laboratory, Scientific, Research Instruments

SOUTH AFRICA—Surveying and drafting instruments; direct purchase and agency. U.T. Supplies (Pty) Ltd. (importer, wholesaler, agent), P.O. Box 5585, Johannesburg. WTD 9/30/64.

384 Surgical, Medical, Dental Instruments

ENGLAND—Dental requisites, particularly

tungsten carbide high speed dental burs. L. Porro Ltd. (manufacturers, sales agents, retailers), 104 New Cavendish St., London, W.1. WTD 12/18/64.

386 Photographic Equipment

GERMANY—16mm sound movie equipment. Seeks agency for West Germany, Austria, Switzerland. Intermess Ingenieurbuero Arno A.U. Preihs (importer, sales agent), 6 Frankfurt am Main 1, Westendstrasse 46. WTD 12/15/64.

391 Jewelry, Silverware, Plated Ware

SOUTH AFRICA—Lapidary work equipment for all kinds of stones. Requests replies from manufacturers only. Torrance & Marcon (Pty) Ltd. (sales agent), P.O. Box 3414, Johannesburg. WTD 12/10/64.

393 Musical Instruments, Parts

SOUTH AFRICA—All types of reed, brass, string, percussion musical instruments; pianos. Polliack Enterprises (Pty) Ltd. (importer, wholesaler, sales agent), P.O. Box 6113, Johannesburg. WTD 12/1/64.

395 Pens, Pencils, Office, Artists' Materials

SOUTH AFRICA—Ball point pens; fountain pens; desk fountain and ball-point pen sets; points for fountain pen or desk pen sets. Carbon paper. Steele & Co. (importer, wholesaler, sales agent), P.O. Box 251, Johannesburg. WTD 12/15/64.

Drafting stationery requisites. U.T. Supplies (Pty) Ltd. (importer, wholesaler, agent), P.O. Box 5585, Johannesburg. WTD 9/30/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified.

149 Nonmetallic Minerals

★★ GREECE—Trade Mission

Good grade mica for sale by mine owner who will also consider lease arrangement of mining operation. Samples available to interested firms, upon request. Gregory Prodromides, 2 Sokratous Str., Thessaloniki. WTD 12/21/64. TM 55.

202 Dairy Products

FRANCE—Rennet, lactic ferments, dietetic milk preparations in flasks; agar-agar, related products. Direct sale or through U.S. agents. Laboratoires Chaperon-Tanner (producer, wholesaler, dealer, agent handling health foods), La Roulerie, Le Douhet, Charente-Maritime. WTD 12/9/64.

203 Canning, Preserving Foods

★★ SPAIN—Trade Mission

Fruit preserves. Sr. Herrero, Sub-Director, Montalban, S.A., Alberto Aquilera, 13 Madrid 15. WTD 12/18/64.

209 Food Preparations

FRANCE—Vinegar (pure wine, 6%) in one-liter glass bottles (35 fl. oz. each) in cases (of 12 or 24 bottles each), or in wooden casks (110 or 250 liters each, 29 or 66 gallons per cask); alcohol vinegar, very good quality. Direct sales to wholesale importers preferred. For sample of bottle labels write: BIC-8120 Rm. 6311, Department of Commerce, Washington, D.C. 20230. Vinaigreries Generales (manufacturers, wholesalers, exporters), 85 Quai de Queyries, Bordeaux, Gironde. WTD 12/23/64.

225 Knitting Mills, Products

ENGLAND—High grade woolen and mohair knitwear, woven items, skirts, piece goods of Scottish manufacture; for sale to department, multiple stores, gift shops. Exclusive agency offered. Marketing Assoc. of Scotland Ltd. (sales promotion organization), 26a Albemarle St., London, W.1. WTD 9/24/64.

★★ SPAIN—Trade Mission

Hand-knit and crocheted women's suits, dresses, from $40 to $100; available in quantities of 3 to 12; machine knit dresses, suits, coats, Chanel copies priced from $50 to $90; available in quantities of 12 to 100. Miss Thelma Shafner (owner), Spain Unltd., Breton de los Herreros 66, Madrid 3. WTD 12/4/64.

233 Women's, Misses', Juniors' Outerwear

★★ SPAIN—Trade Mission

Cotton blouses, flamenco or matador style, from $8 to $10; available in quantities of 3 to 12. Antelope coats, suits, dresses, from $52 to $100; available in quantities of 6 to 100. Children's wear, cotton with applique and embroidery; available in lots of ten dozen up. Miss Thelma Shafner (owner), Spain Unltd., Breton de los Herreros 66, Madrid 3. WTD 12/4/64.

239 Fabricated Textile Products

★★ GREECE—Trade Mission

Polyester fibre curtain nets in various sizes and colors. Sournopoulos Bros. & Co. (representative), Agias Sofias 7, Thessaloniki. WTD 12/21/64. TM 72.

249 Wood Products

★★ SPAIN—Trade Mission

Cork sheets for insulation purposes; miscellaneous cork products. Sr. Herrero, Sub-Director, Montalban, S.A., Alberto Aguilera, 13, Madrid 15. WTD 12/18/64.

254 Metal Partitions, Shelving

★★ SPAIN—Trade Mission

Steel shelving, all types. Dona Maria Cruz Diaz Carbonero, Sales Manager, Talleres Cancer, Calle Salamanca 18, Madrid. WTD 12/4/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

★★ GREECE—Trade Mission

General import-export agent wants to market in U.S. special skin cleansing agent made in Greece. Attractive modern plastic pressure type container available. Of special interest for distributors of automotive, marine and industrial supplies. "HAMIO", Mr. Haim Mionis, Agiou Markou 15, Athens. WTD 10/29/62. TM 3.

314 Footwear

★★ GREECE—Trade Mission

Low-priced plastic shoes for men, women and children. "EMBEM" Rubber Co. (producer), Nea Xilladika 10, Thessaloniki. WTD 10/27/64. TM 71.

315 Leather Gloves

★★ SPAIN—Trade Mission

High quality men's and women's leather gloves; can supply 20,000 pairs monthly from Jan. to June annually. Sr. Zabalgo, Manufacturas Zabalgo, Ardemans, 6, Madrid 2. WTD 12/18/64.

328 Cut Stone, Stone Products

★★ SPAIN—Trade Mission

Spanish marble, alicante red, travertino yellow, travertino jaspered, ivory, coral, morata extra, marquina black, duchess, pyrenees green. Sr. Don Juan Labayrade Duhau, Paseo de la Habana 8, Madrid. WTD 12/18/64.

Spanish marble. Sr. D. Fausto Soria de Prado, Jesus Aprendiz, 5, Madrid 9. WTD 12/10/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

★★ SPAIN—Trade Mission

Magnasite ore, 90.000 tons (39%—45% m.g.o.) Sr. Don Santiago Pelayo Perez, Serrano 230, Letra K, 7°, Madrid. WTD 12/10/64.

336 Nonferrous Foundries

★★ SPAIN—Trade Mission

Aluminum castings and forgings (custom made), present capacity 5 tons per day, will soon expand to 10 tons. Desires to export to U.S. agent who will sell to hardware, automotive trades. Sr. D. Antonio Garcia Arquero, Fundiciones Metalurgicas Arquero, Laurel, 4 Madrid. WTD 12/4/64.

354 Metalworking Machinery

★★ SPAIN—Trade Mission

Machine tools, complete line. Mr. Laureano Oliveras Canudas, Managing Director, Cumbre, S.A., C/San Adrian 68 y 70, Barcelona. WTD 12/9/64.

361 Electric Transmission, Distribution Equipment

★★ SPAIN—Trade Mission

Miniature electric switches, tuning switches. Sr. D. Jose Maria Molina, Technician, Sociedad Industrial de Electromagnetismo, S.L., Puerta del Sol 11, Madrid. WTD 12/4/64.

371 Motor Vehicles, Motor Vehicle Equipment

★★ SPAIN—Trade Mission

Component parts for U.S. automotive trade, such as brake drums, rocker arms, carburetors, manufactured to order. Correspondence pre-

ferred in Spanish. Sr. D. Jose Antonio Lopez, Castro de Oro 61, Madrid 19. WTD 12/4/64.

381 Engineering, Laboratory, Scientific, Research Instruments

★★ SPAIN—Trade Mission

Kits for teachers and students demonstrating optical phenomena. Sr. Jose Antonio Montero de Espinosa, Empresa Nacional de Optica, Maria de Molina 2, Madrid, 6. WTD 12/18/64.

391 Jewelry, Silverware, Plated Ware

★★ GREECE—Trade Mission

Synthetic hand-cut stones, including aquamarines, rubies, emeralds; wants to sell about 5,000 stones per month. Mr. Stefanos Dimitriou, Vas. Olgas 340, Thessaloniki. WTD 12/21/64. TM 68.

★★ SPAIN—Trade Mission

Jewelry, bracelets, necklaces, rings, earrings, made from gold, silver, platinum; also starting in 1965 to manufacture silverware. Sr. D. Eduardo Pompa, Representative, Jose M. Suarez Suarez, Garcia Luna 13, Madrid. WTD 12/18/64.

393 Musical Instruments, Parts

GERMANY—Reed organs (harmonium), f.o.b. Hamburg. For brochure write: BIC-8120 Rm. 6311, Department of Commerce, Washington, D.C. 20230. Musikhaus Bongardt (retailer, wholesaler, agent), 117 Gewerbeschulstrasse, 56 Wuppertal-Barmen. WTD 12/9/64.

399 Manufacturing Industries

FRANCE—Oil-paintings on canvas, unframed, 20 x 24" and larger, artistic creations executed by hand by experienced artists, including modern expressionist paintings of landscapes, sceneries, animals, other subjects. Direct sales to art dealers and individuals. Photographs of paintings, in color, will be furnished on request to potential importers only. Maison Sallefranque ("Ylla de Lann") (producer), 27 Rue Rossini, Pessac, Gironde. WTD 10/22/63.

★★ SPAIN—Trade Mission

Wigs, handmade, consisting entirely of human hair, black and brown shades, auburn, grey, blond, platinum. Sr. Don Juan Labayrade Duhau, Paseo de la Habana 8, Madrid. WTD 12/18/64.

739 Business Services

★★ SPAIN—Trade Mission

Firm, well established in public relations, industrial relations, publicity, seeks U.S. clients in Spain. Sr. D. Rene M. Levkowicz (public relations agency), Director, Publicitas S.A., Avda. Jose Antonio 31, Madrid. TM 35. WTD 11/12/64.

India extends deadline on bids for railway signaling equipment

The Director, Signal & Telecom Railway Board, New Delhi, has extended the bid deadline from Jan. 4 to Feb. 1, tender No. 64/W3/SG/WS/5, for the manufacture of air depolarized cells for railway signaling purposes. (INTERNATIONAL COMMERCE, Nov. 30, 1964, p. 36).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—E. P. O'Callaghan, representing The Readymix Group (W.A.), 1091 Albany Highway, Bentley, Western Australia, interested in **quarrying, concrete manufacture, asphaltic concrete manufacture, transportation.** Requesting technical information on above lines. Jan. 19 via New York for one month. c/o Balmoral Hotel, 9801 Collins Ave., Miami, from Jan. 19 to 29. Statler Hilton Hotel, 930 Wilshire Blvd., Los Angeles, from Jan. 30 to Feb. 10. Itinerary: New York, Cleveland, Miami, New Orleans, Dallas, Denver, Los Angeles, San Francisco.

Philip Marcus Clark, representing Roo-Wear of Australia Pty. Ltd., 23 Mary St., Sydney, N.S.W. and Lithgow Woolen Mills Ltd., 60 Mentmore St., Rosebery, N.S.W., interested in **exporting fur and suede garments; woolen blankets.** Jan. 14 via San Francisco for five months; c/o The Australian Trade Commissioner, 350 Post St., San Francisco 8, California. Itinerary: San Francisco, Los Angeles, Salt Lake City, Dallas, Chicago, New York, Detroit.

Harvey Graham, representing self, 21 Brisbane Arcade, Brisbane, Queensland, **interested in womens' high-class fashion, evening and cocktail wear.** Here for one week, c/o Department of Commerce Field Offices in itinerary. Itinerary: Honolulu, San Francisco, Los Angeles.

Jack Krasnostein, representing J. Krasnostein & Co., Pty. Ltd., Steel Supplies (W.A.) Pty. Ltd., Hercules Crane & Haulage Pty. Ltd., c/o 231-233 Bulwer St., Perth, **interested in meeting with exporters, importers, or agents connected with metals for general hardware.** Requesting **technical information on hydraulic presses and plants generally used in processing and handling of scrap metals.** Jan. 14 via San Francisco for three weeks. c/o United Airlines, 400 Post St., San Francisco, until Jan. 16; c/o United Airlines, 35 East Monroe, Chicago, from Jan. 17 to 20; c/o Pan American Airways, 120 Broadway, New York, from Jan. 21 to 31. Itinerary: San Francisco, Los Angeles, Las Vegas, Chicago, Detroit, Cleveland, Pittsburgh, New York.

FRANCE—Pierre Steing, representing Societe des Produits Pour l'Industrie & L'Agriculture, 11 Rue de Provence, Paris 9e, **interested in acting as representative in France for U.S. manufacturers of chemical products for pharmaceutical use; licensing agreements to manufacture U.S. pharmaceutical specialties in France; meeting with U.S. pharmaceutical laboratories interested in licensing agreements to manufacture French pharmaceutical specialties in the U.S.** First half of Jan. via New York for about 15 days. c/o American Roland Corp., 16 Hudson St., New York, N.Y. 10013. Itinerary: New York, Los Angeles.

INDIA—Vanraj R. Mehta, representing Mehta Ramkrishna & Co. Ltd., Khandelwal Bhavan, 166 Dr. Dadabhoy Naoroji Road, Bombay 1, **interested in obtaining U.S. participation to start a 25,000 spindle cotton spinning mill and investigate possibilities of same for a bagasse-based paper mill presently under consideration on textile machinery; export of textile fibers.** Here for six weeks. c/o 209 S. 13th St., Philadelphia 7, Pennsylvania. Itinerary: New York, Philadelphia, Atlanta, Detroit, Chicago, Los Angeles.

NETHERLANDS—J. J. Vierenhalm, representing Gebr. Broere N.V., 73 's-Gravendeelsedijk, Dordrecht, interested in **storing, transporting, distributing liquid oil and chemical products of U.S. manufacturers/exporters in Europe.** Jan 15 via New York for three weeks. c/o Mr. A.F.M. van der Ven (representative of Rotterdamsche Bank N.V., Rotterdam), 609 Fifth Ave., Rm. 912, New York 17, N.Y. Itinerary: New York, Houston, Corpus Christi, Los Angeles.

PAKISTAN—Khaliq Dad Noon, representing Noon Sugar Mills Ltd., 35 K Gulberg, Lahore, **interested in purchase of a sugar mill plant worth about $3 million;** requesting **technical information on sugar mills** and various **new sugar processes for cane and beets including Silver's diffusion process;** also interested in **purchasing a citrus fruit processing plant for juice extraction,** canning of fruits and juices. Feb. 10, via New York for three weeks. c/o National Bank of Pakistan, 37 Wall St., New York, N.Y. Itinerary: Florida, Louisiana, New York, Hawaii.

Construction Projects

Reports from overseas on late building and construction

AUSTRALIA—(1A£ = $2.24) An expert mission of the World Bank has proposed a multimillion pound development scheme to set the pattern for a modern economic society in Papua-New Guinea. Mission has suggested that Australian financial support be increased to £250 million over the next five years and that a Government supported finance company should be established to provide long-term credit for Papua-New Guinea's developing economy. Major limitation on scale of program is availability of skilled manpower which would have to come mainly from Australia. Mission's report, to be published by The Johns Hopkins Press of Baltimore, Maryland, in the first half of 1965, recommends that priority be given to **improvement of overseas port facilities, the secondary and technical school systems and completion of trunk road from Lae to Goroka** to give all-weather access to the coast from the New Guinea Highlands. Report notes that Papua-New Guinea, a place of striking beauty, could eventually attract substantial tourist trade.

Western Australia State Government and Cleveland Cliffs Iron Co. have signed an agree-

ment which may lead to early **development of limonitic iron ores** found along the Robe River. Agreement is subject to securing export contracts for iron ore pellets and calls for minimum A£35 million investment by the company. In addition to establishing a **pelletizing plant** with capacity of not less than 3 million tons of pellets a year, the company undertakes to construct the plant north of the 26th parallel, a **port** at Onslow or Cape Preston, **rail lines, townships** and **mining facilities.**

CHAD—Delegates from four member states of Chad Basin Commission—Niger, Nigeria, Cameroon and Chad—recently met for Commission's first session. Commission (created under provisions of Chad Basin Convention and Statute, signed by member states on May 21, 1964) is charged with initiating **feasibility studies and development programs for Chad Basin.** Commission headquarters at Fort Lamy. Delegates have compiled list of projects to be submitted to UNESCO, FAO and the Special Fund.

Proposed projects in order of priority are: **Map Making; Water Studies:** rain, evaporation, surface water, ground moisture, underground water; **Soil Studies:** pedology, geology, agronomy; **Socio-Economic Studies:** demography, sociology, communications, production (fishing, animal husbandry), consumption, industrialization, power.

EL SALVADOR—(2.50 colones = $1) Comision Ejecutiva Hidroelectrica del Rio Lempa (CEL) has contracted with Techint S. A. (Italian firm) for installation of $2 million **steam plant** in Acajutla to produce 30,000 kilowatts of electricity. CEL is also constructing a **gas turbine** plant in Acajutla of 6,600 kilowatts, to be installed by Societe Industrielle Generale de Mecanique Appliquee (French firm).

GREECE—(100 drachmas = $3.35) Esso-Pappas has announced that a contract for the construction of a $12 million **steam-cracking plant** for the production of ethylene at its Thessaloniki complex has been awarded to an Italian group of ENI subsidiaries (SNAM-Nuova Pignone). Plant is to be completed early in 1966.

ITALY—(1000 lire = $1.60) Work has begun on Italy's first highly **automated plant for the manufacture of semi-finished aluminum products.** Plant, a joint (60-40) venture between Reynolds Metals International and Societa Edison of Milan, calls for a total investment of $9.6 million. Completion of the construction is expected by the end of 1965.

MALAYSIA—(M$100 = $32.68) Central Electricity Board (CEB) has announced that a **"Western Network"** of the CEB is expected to be in operation by 1975. As nation's industrial pace moves faster, parallel developments are being implemented in other sectors to provide necessary power for increasing number of factories.

Principal demand for electricity in Malaya is in western half and is supplied by two major transmission networks, one owned and operated by CEB, extending from Batu Pahat to the Cameron Highlands; the other owned and operated by Perak River Hydro-Electric Power Co., extending approximately from Selangor/Perak border to Kuala Kangsar.

Present combined total peakload on the CEB Central Network and the Perak River Hydro Company's network is reportedly about 240,000 KW and load is doubling every six months. CEB is installing the second largest **hydro-electric power station in Cameron Highlands,** to be commissioned in early 1968, and two more large **thermal power stations** at Prai and Port Dickson, to be commissioned in mid-1966 and 1969 respectively. Further extensions to existing thermal power station at Johore Bahru are planned for 1966/67.

It is anticipated that the first stage of a large **hydro-electric power station at Jeram Apit** in Upper Perak will be commissioned in 1975.

CEB plans to extend its existing Central Network to the North and the South.

In the North, it is to be extended from Cameron Highlands to Papan, near Batu Gajah, where it will be interconnected with the Perak River Hydro network and then on to Taiping and Prai where it will be linked not only with the Board's new thermal power station now under construction but also by 33,000 volt submarine cables with the Penange City Council's thermal power station. From Prai it will be extended via Sungei Patani to Alor Star, where in 1967 it will be connected with the existing high voltage distribution lines feeding Kangar.

To the South, Board's Central Network will be extended from Batu Pahat to Kluang in 1965 and at a later date to Johore Bahru.

Contracts have already been awarded under international tenders for the supply and erection of most of the equipment required for these transmission extensions to the North and South with the exception of that between Kluang and Johore Bahru. When completed, CEB's transmission and distribution network will stretch about 500 miles from Johore Bahru to Kangar.

Oceanic Properties Development (Malaysia) Ltd., a joint Malaysian-American firm, has announced plans to construct **12 blocks of 15-story apartments in Kuala Lumpur.**

Construction, scheduled to start in Jan. 1965, is expected to be completed in 2 years.

Company was formed as a joint effort on a 50-50 basis by Ahong Construction Co., Kuala Lumpur, and Oceanic Properties, Inc., wholly-owned subsidiary of Castle & Cook, Inc., Honolulu.

The nine acre M$10 million project will consist of luxury flats located on a hill beside Jalan Lornie, main route between Kuala Lumpur and Petaling Jaya.

NIGER—(100 CFAF = $.41) At a meeting held in Niamey, the Third Niger River Conference signed an agreement establishing a commission to coordinate the **development of the Niger River basin.** Commission has been assigned following duties: To prepare regulations governing navigation on the Niger River; to serve as liaison among riparian states to insure most efficient exploitation of resources of the river basin; to collect, evaluate and disseminate basic information on the basin, to examine projects of the member states, and to recommend joint studies and projects relating to the basin's development; to follow studies and works in progress and to keep the member states informed, with the signatory states submitting reports to the Commission on any of their undertakings affecting the basin. The Commission is wholly consultive, with no executive functions.

SOUTH AFRICA—(1 rand = $1.40) South African Railways is launching R8 million **rail system improvement program** in eastern and northern Transvaal. Improvements will assist in meeting increasing demands for traffic in movement of agricultural and mineral production. Latter is particularly important with respect to the R70 million Palaborwa copper and magnetite mining project in eastern Transvaal.

Of potential importance are improvements on the line to Messina, Northern Transvaal which could have a bearing on a future link-up with Rhodesian Railways on a short route to South Africa and particularly to South African ports.

Work involves doubling, regrading and changing parts of the line, increasing number of stations and crossings and installing heavy long-welded rails on concrete sleepers. Cost of Pretoria-Pietersburg northern Transvaal section is estimated at R6,200,000. This line, which ends at Messina near the Rhodesian border, has assumed greater importance since the new trade agreement was concluded between South Africa and Rhodesia. Line could become part of main line between South Africa and Rhodesia if it is finally decided to build a new section linking up Messina with West Nicholson, a distance of 105 miles.

The only direct railway connection at present between Rhodesia and South Africa is a line between Bulawayo and Johannesburg which runs through the eastern part of Bechuanaland to Mafeking and from that point to Johannesburg. This is a much longer route than the one which is presently being considered between Johannesburg, Messina, West Nicholson, Bulawayo and Salisbury.

SPAIN—(100 pesatas = $1.66) The Spanish Government is planning a **nuclear water desalinization installation** in the Canary Islands for the production of five million gallons of drinking water and 20 megawatts of electricity. Entire project will cost $7 to $7.5 million. Bids for project expected to be called for soon. **Write** in Spanish: Centro de Estudios Hidrograficos, Ministerio de Obras Publicas, Paseo de la Virgen del Puerto s/n, Madrid 5.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

UAR deadline extended for steel plates, bars and shapes for ships

The United Arab Republic, Suez Canal Authority, Procurement Dept., Ismailia, has extended the bid deadline for the supply of plates, bars and structural shapes for shipbuilding from Dec. 28, 1964 to Jan. 20. (INTERNATIONAL COMMERCE, Dec. 14, 1964, p. 30).

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Market Information on Motion Pictures in Greece. OBR 64-124. 3 pp. Describes the outlook for the Greek motion picture industry, import duties, regulations on the remittance of earnings, local movie production, the distribution system, and the taxes on theater admissions.

Market for U.S.-Type Residential Heating Equipment in France. OBR 64-126. 4 pp. Outlines France's general economic position, and reviews the factors affecting the French market for central heating, such as the type of product preferred, French production, distribution, consumption, imports, and import regulations.

Foreign Trade Regulations of Mexico. OBR 64-128. 7pp. Summarizes Mexican trade policy, tariff structure, preferential tariff rates, sales and other internal taxes, documentation procedures and fees, labeling requirements, special customs provisions, nontariff import controls, Mexican export controls, and U.S. controls affecting trade with Mexico.

U.S. Foreign Trade, January-September 1964. OBR 64-129. 24 pp. Fifteen tables review the U.S. trade performance for the first three quarters of 1964.

***Taschenbuch des Oeffentlichen Lebens*, 1964. Compiled and edited by Dr. Albert Oeckl. A handbook of public agencies and services (in German). Fourteenth edition. Published by Festland Verlag G.m.b.H., Bonn, Federal Republic of Germany, 1964. 674 pp. Price: DM 19.50 (about $4.90).**

This compact volume alphabetically lists the names of more than 8,000 of Germany's leaders in government, business, labor, politics, religion, the arts and other fields.

It also contains the names and addresses of more than 4,500 federal and state government agencies; business, trade and industrial associations; religious, labor and professional organizations; political parties and organizations in the fields of broadcasting, journalism, publishing and art. It is a useful reference work for anyone interested in or dealing with Germany.

British Trade Fairs

A 44-page booklet containing brief details on more than 90 important trade fairs and exhibitions to be held in Britain in 1965 is available free by writing to the Commercial Department, British Consulate-General, 845 Third Avenue, New York, N.Y. 10022.

Titled "United Kingdom Trade Fairs and Exhibitions, 1965," the booklet gives information on each event—name, date, location, range of exhibits and address of organizers—in English, French, German and Spanish.

Events in the fields of agriculture, science, industry and trade are covered, including antiques, automobiles, boats, chemicals, furniture, handicrafts, instruments, jewelry, leathergoods, machinery, medicine, packaging, photography, plastics, radio and television, textiles, toys and others.

***The European Community and American Trade.* By Randall Hinshaw. Published for the Council on Foreign Relations by Frederick A. Praeger. New York, 1964. 188pp. $4.95.**

Mr. Hinshaw evaluates the Common Market and related European developments in terms of American interests. He reviews the changing pattern of Atlantic tariffs, Britain's relationship with the Common Market, European integration's impact on American exports and trade policies, and the Common Market's dealings with the underdeveloped world.

Write: Frederick A. Praeger Publishers, 111 Fourth Avenue, New York, N.Y. 10003.

***These Strange German Ways.* Published by Atlantik-Bruecke, Hamburg-Wellingsbuettel, October 1963. 85 pp. $2.**

This booklet describes many of the customs and national characteristics of the Germans. It covers the facts—and dispels some fictions—about the German way of life, and ably fulfils its purpose of serving as a guide for American businessmen traveling in Germany.

Write: German-American Chamber of Commerce, 666 Fifth Avenue, New York, N.Y. 10019.

***Overseas Management.* By T. R. Brannen and F. X. Hodgson. Published by McGraw-Hill, New York, 1964. 256 pp. $6.95.**

This is a book on human relations as they should be practiced in overseas business situations.

The key chapters cover the contrasts between modern technology and the existing way of life in the industrializing country itself.

The book is designed for managers in any one country who wish to prepare themselves for the problems of adjusting modern management concepts to the environment of other countries.

Write: McGraw-Hill Book Company, 330 West 42nd Street, New York, N.Y. 10036.

***West African Annual: 1964-65.* Published by the Diplomatic Press and Pub. Co. London, 1964. 337 pages. $9.03 (postpaid).**

Reviews the history, Governmental operations, and trading potential of the 15 West African Republics and Portuguese Guinea. Describes: foreign trade, taxation, balance of payments, resources, marketing organization, banking system, industrial legislation, system of weights and measures, industrial status and plans.

Write: Diprepu Co., Ltd., 13, Cotswold Gardens, London, N.W. 2.

***Survey of Markets: 1964-65.* Published by the Financial Post, Toronto, Canada. December 1964. $6.**

The 1964-65 edition of the Survey of Markets presents four ways of measuring markets across Canada:

Sales power, market by market, measures sales per capita in each area as compared with the national average.

Population likelihoods in each major market area show where growth may be fastest.

Purchasing power, city by city and area by area, compares the average income of residents in thousands of Canadian localities with the national average.

Areas rated by industrial activity show where growth is greatest.

As well as area-by-area information, the new Survey looks at the nation's business as a whole and provides facts and figures on national income, foreign trade, employment, wages, prices. Also included is an industry-by-industry breakdown of the Canadian economy.

Write: The Financial Post, 481 University Ave., Toronto 2. Price: $6.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—781958/26

Calendar *for international traders*

January

11—Adrian Area Chamber of Commerce, Moose Hall, **Adrian, Mich.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

11—Air Cargo Sales Club and World Trade Club of New York, Inc., joint dinner meeting, 6:30 P.M., Advertising Club, **New York.**

11—Discussion of new Schedule B and Comprehensive Export Schedule, 9 A.M. to 4 P.M., Field Office, **St. Louis.** Speaker: Fred L. Brooks, OEC. Sponsors: Field Office, Department of Commerce; Collector of Customs.

11—Workshop: "How To Get Your First Export Order," Hotel Fremont, **Fremont, Ohio.** Sponsors: Manufacturers' Council of Sandusky Co.; Field Office, Department of Commerce; REEC.

11-15—1965 International Automotive Engineering Congress and Exposition, Cobo Hall, **Detroit.** Sponsor: Society of Automotive Engineers.

12—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

12—In-Office Workshop for new exporters, Federal bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Purchasing Agents Assn., Washington Chapter luncheon, Presidential Arms, **Washington.** Speaker: Norman Lawrence, Bureau of Census.

12—Civitan Club luncheon, Mayflower Hotel, **Washington.** Speaker: James E. Murrin, Bureau of International Commerce.

12—In-Office workshop on export expansion, Field Office, **Jacksonville, Fla.**

12—In-Office Export Conference Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Documentation Conference, Biltmore Hotel, **Dayton, Ohio.** Speaker: F. L. Brooks, Bureau of International Commerce.

12—"In-Office" Conference for 6-8 firms, program to include three from the exporting services, Federal Bldg., **Detroit.** Sponsors: Field Office, Department of Commerce, REEC.

12—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

13—Minnesota World Trade Assn. monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

13—Export Documentation Conference, Federal Office Bldg., **Cincinnati.** Speaker: F. L. Brooks, Bureau of International Commerce.

13—Shirt Sleeve Conference, Town House, **Kansas City, Kan.** Sponsors: Chamber of Commerce; REEC; Field Office, Department of Commerce.

14—Midwest Regional Shippers Advisory Board, Pick-Congress Hotel, **Chicago.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

14—American Marketing Assn. Industrial luncheon, Warwick Hotel, **Philadelphia.** Speaker: Beatrice N. Vaccara, Office of Business Economics.

14—Export Documentation Conference, Chamber of Commerce Bldg., **Louisville, Ky.** Speaker: F. L. Brooks, Bureau of International Commerce.

14—Dedication Ceremony, Browne and Sharpe Manufacturing Co., **North Kingston, R.I.** Speaker: James F. Collins, BDSA.

14—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

14—Commodity Control List Conference, 9 A.M., Field Office, **New Orleans.** Sponsor: Field Office, Department of Commerce.

14—In-Office Workshop for new exporters, Field Office, **Miami.**

14—Export Controls Seminar, Milwaukee Association of Commerce, Field Office, **Milwaukee.** Speaker: John Collins, Office of Export Control. Sponsor: Field Office, Department of Commerce.

15—Commodity Control List luncheon, 12 noon, International House, **New Orleans.** Sponsors: Foreign Freight Forwarders Assn.; Field Office, Department of Commerce.

18—Explanation of New Schedule B and Comprehensive Export Schedule, 9:30 A.M.—International Arrival Bldg., International Airline departure lobby, Terminal # 1, O'Hare Field, **Chicago;** 2 P.M.—7th fl., U.S. Customs House, **Chicago.**

19—In-office meeting, Field Office, **Chicago.**

20—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

20—Trade Mission Terminal Conference—Greece and Spain, Hotel Claridge, **Memphis, Tenn.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

20—Consultations with area businessmen with Harold Harris, Channel Master Corp., Ellenville, N.Y., member of trade Mission to Yugoslavia, Field Office, **Philadelphia.**

20—International Roundtable, American Marketing Association, Hulling's Restaurant, **St. Louis.** Sponsors: REEC; Chamber of Commerce; World Trade Club.

20—Discussion of new Schedule B and Comprehensive Export Schedule, 9 a.m.-12 noon, Pick Fort Shelby Hotel, **Detroit.** Speakers: Washington representatives from Bureau of Census and Office of Export Control. Sponsors: Field Office, Department of Commerce; U.S. Customs, Detroit.

21—Sales and marketing Executives International afternoon program on Commerce services, Golden Valley Clubhouse, **Minneapolis.**

21—Member of U.S. Trade Mission to Yugoslavia available for consultation with businessmen, (by appointment only), Field Office, **Minneapolis.**

21—"Profits in Exports" Conference, Robert-Treat Hotel, **Newark, N.J.** Sponsors: World Trade Assn.; Greater Newark Chamber of Commerce; REEC; Field Office, Department of Commerce.

25-28—17th International Heating and Air-Conditioning Exposition, McCormick Pl., **Chicago.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

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